TRADE AND INDUSTRY

23 March 1972 Volume 6 No 12 10p

South Africa—'the fairest cape'

Preparing for Europe: Marketing in a sophisticated community

British representation high in Fourth Round petroleum licensing

Overseas direct investment by UK in 1970

Activity in the chemicals industry

British Medical Week in Tokyo

WELCOME TO

EARLS COURT

(THIS YEAR'S VENUE)

FOR THE WORLD'S FOREMOST INTERNATIONAL HYDRAULIC & PNEUMATIC EXHIBITION & CONFERENCE

FPI 72

19-23 JUNE, 1972. EARLS COURT, LONDON, ENGLAND

To: The Exhibition Manager, Fluid Power International, Riverside House, Hough Street, Woolwich, London SE 18

Please supply..... Complimentary Exhibition Tickets for FPI 72

Name ..... Position .....

Company .....

Address .....

.....

Nature of Business .....

Nature of Interest .....

Telephone ..... Telex ..... Telegrams .....

PLEASE SUPPLY FULL DETAILS OF THE FLUID POWER INTERNATIONAL **CONFERENCE** ☐ **T.I.**

Trade and Industry

Incorporating the Board of Trade Journal and New Technology
Volume 6. No. 12. Pages 477 to 556. March 23, 1972. Price 10p. Net subscription, post inclusive, £7.60
Editorial address: Room 437, Department of Trade and Industry 1 Victoria St., SW1H 0ET. 01-222 7877
Advertisements: HMSO, Room D94, Atlantic House, Holborn Viaduct, London EC1P 1BN. 01-248 9876 ext. 6147
Subscriptions: HMSO, PO Box 569, London, SE1. 01-928 6977 ext. 472

HOME NEWS AND FEATURES

479 South Africa 2—'The fairest cape'
482 Preparing for Europe—2: Marketing in a sophisticated Community
484 British representation high in fourth round of petroleum licensing
489 Three new Mercantile Marine offices
489 GOVERNMENT SURPLUS SALES
489 Printing firm to occupy Workington factory
490 Implementing recommendations on metal container supply
491 New economic package for Ulster
491 Allocation of advance factory in Aberdulais promises 120 jobs
491 New film marks 150th anniversary of HM Coastguard
491 Clearance of merger proposals by the DTI
492 Small firms win recognition for export success
492 Indicating the quantity of wine in a carafe
492 Mr. John Davies meets nationalised industries chairmen
493 Official appointments
493 Surgical products manufacturer moves to Sunderland
493 Applications for temporary exemption from import duty
493 Imports of cheddar cheese
494 New finance arrangements for exports and shipbuilding
494 West India Committee sets up Trade Committee
494 New export group for Israel
494 Trade Minister for Hungary
495 Patents endorsed 'Licenses of Right'
496 POINTS FROM PARLIAMENT

STATISTICS

500 Index to statistics
501 The economy: selected indicators
502 United Kingdom trade in February
507 United Kingdom balance of payments in the fourth quarter and year 1971
508 Trends in invisible transactions
510 Unit value and volume index numbers for January
512 Registrations of British and foreign films
513 Index of industrial production for January
514 Overseas direct investment in 1970
518 Retail sales in Northern Ireland
518 Analysis of man-made fibre production in 1971: correction
519 Turnover of the motor trades in January
520 Activity in the chemicals industry
523 New Business Monitor for general chemicals . . . and for motor cycles and pedal cycles
523 Business Monitor titles available
523 EFTA's exports up 10.7 per cent in 1971
523 'EFTA Bulletin'—revised series of country statistics
524 Hosiery and other knitted goods—index of production
524 Textile industry: orders and deliveries
525 Sales by wholesale textile houses
525 Made-up clothing—orders and deliveries
526 Production of man-made fibres in January
526 Production in the cotton industry
527 Output of the wool textile industry
528 Wholesale price index numbers
531 Statistical form filling
532 Upward trend in January tourist arrivals
533 Steel consumption and stocks in the fourth quarter of 1971
534 Machine tool orders and deliveries fell during 1971
535 Government Economic Service Occasional Papers
535 Retailers stocks in January
536 Office development statistics in the fourth quarter and the year 1971
539 National food survey

TRADE PROMOTION

EXHIBITIONS AND FAIRS

541 1,000 Japanese doctors at Tokyo Medical Week
543 Good orders for British toys at New York Fair
544 DTI display for Heating and Ventilating Exhibition
544 Official British Information Office at the Hanover Fair
544 Prince Richard to open Design Centre Show
545 Ultra-lightweight bicycle frame unveiled at New York Show
545 Strong British contingent at Malmö Motor Show
546 Many visitors to Nepcon in a buying mood
546 Steady business at Offenbach Leathergoods Fair
546 Specialist visitors at Kuwait Building Show
547 Follow-up orders anticipated after Miami Boat Show
547 Five joint venture groups show at Frankfurt Fair
548 EXPORT ORDERS

TRADE INFORMATION

549 United Kingdom aid to developing countries—Bangladesh. Greece: trade agreements. Hints to business men booklets. Uganda five year plan

TARIFF AND TRADE NOTICES

553 **Australia:** Tariff Board inquiry on bags and sacks. Tariff changes
556 **Canada:** Inflammable textiles and textile products. Hearing aids
553 **Central African Republic:** Importation of transistor radios, electrophones and storm lanterns
555 **Chile:** The UNCTAD III
555 **Colombia:** Prior deposits
550 **European Communities:** Common agricultural policy. Rules of competition—correction. UNCTAD generalised preferences system
551 **France:** Food regulations
552 **Ghana:** Import regulations. Import control—correction
552 **Greece:** Animal foodstuffs
554 **Guyana:** Import restrictions
551 **Italy:** Value added tax
555 **Jamaica:** Import licensing arrangements
553 **Malawi:** Customs tariff amendments
555 **New Zealand:** Tariff and Development Board reports
552 **Saudi Arabia:** Customs tariff
553 **South Africa, Republic of:** Sales duty changes. Fertilisers
551 **Spain:** Joint assembly—fans for thermoelectric power stations. Home compensation tax
553 **Thailand:** Motor-cycle assembly regulations
556 **United States:** Dock strikes
555 **Uruguay:** Import surcharges and certain prior deposits amended and ban on capital goods extended. Exchange control. Goods free from customs duties and taxes for 1972
551 **Yugoslavia:** Retention quotas

© Crown Copyright 1972
Short extracts can be published without specific permission providing that the source is duly acknowledged.
The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.
The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Actual photograph of Cimex in orbit

The Cimex are coming!

FLASH · POWERFUL INVASION FORCE IN ORBIT ROUND EARTH STOP SOURCE UNKNOWN STOP DESTINATION UNKNOWN STOP HOSTILE OR FRIENDLY INTENTION UNKNOWN STOP ALERT ALL MILITARY AND CIVIL PERSONNEL STOP INTERCEPTED SIGNALS IDENTIFY AS CIMEX RPT CIMEX STOP MAINTAIN OPEN CHANNEL FOR UPDATE · ENDS

South Africa 2—'The fairest cape'

by A. Shepherd, Consul (Commercial), Consulate-General, Cape Town

'The fairest cape we saw in the whole circumference of the earth'—Sir Francis Drake, 1580.

This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. The next article in this series will describe Natal.

THE Cape, 277,000 square miles in area, is more than twice as large as any of the other three South African Provinces. It is bigger than any country in Europe (except European Russia). But much of the territory which separates the highly developed area around Cape Town in the extreme South West from the country's most industrialised centres in the Transvaal is sparsely populated semi-desert. For this reason the Province's population is slightly less than that of the smaller Transvaal. Nearly 900 miles, about the distance from London to Vienna, separates Cape Town from Johannesburg.

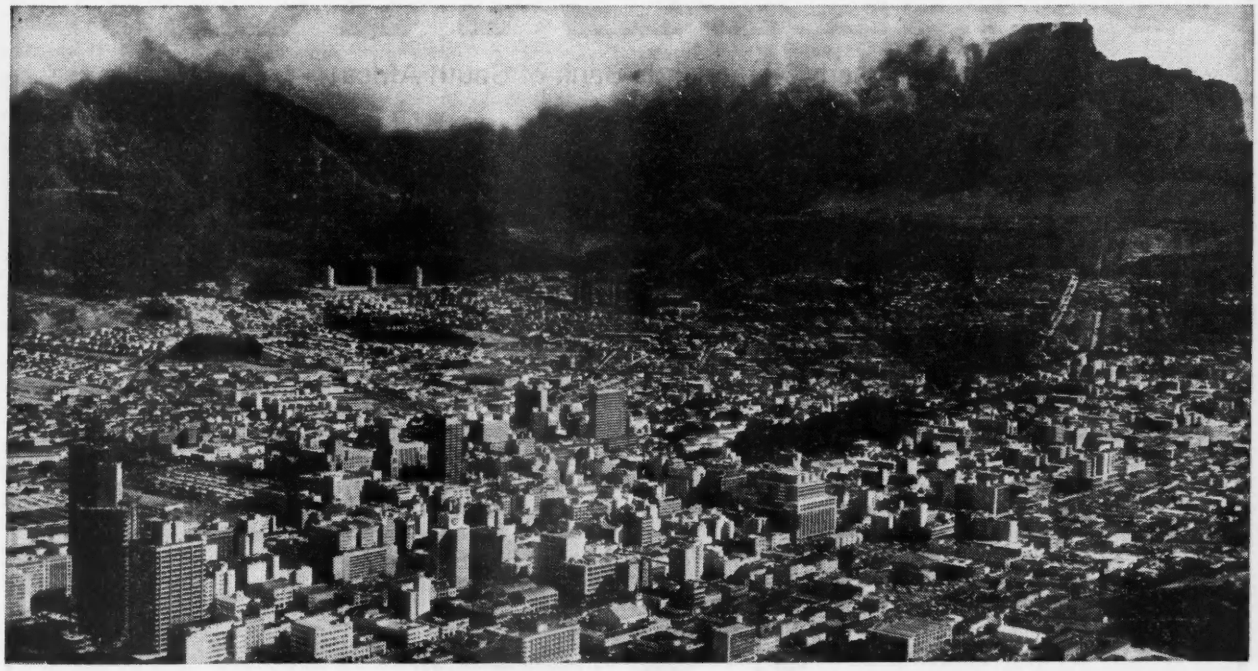
Settled by the Dutch in the middle of the 17th century, the South Western Cape is by far the oldest European settlement in South Africa. It was not until the first half of the 19th century with the arrival of a large influx of British settlers in the Eastern Cape Province (1820), the trek of the Boers to the North and East (1830-40) and the coming of the first few British settlers in Natal (1820-30) that permanent European settlement of other parts of South Africa took place on any important scale.

For nearly 300 years after the coming of the Dutch, the economy of the South Western Cape was predominantly agriculturally based. Fruit, cereals, meat, wool and wine were its staple products. The discovery of diamonds and gold in the country to the north (1860-80) brought an influx of population and generated wealth and investment.

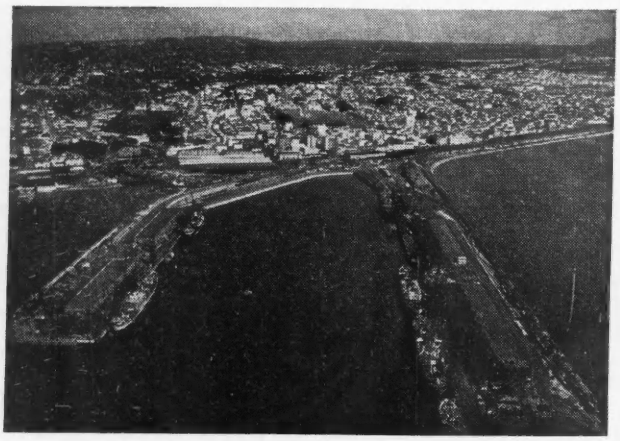
But the period of rapid industrialisation and economic growth dates only from the Second World War. From that time a wide range of new industries was established and old ones developed. In the South Western Cape these have included: wool, wine, fruit, tobacco, vegetables, canning, fisheries, engineering, ship-repairing, motor assembly, textiles, clothing, footwear, plastics, petro-chemicals, explosives, telecommunications, electronics and construction materials.

These developments have made the South Western Cape the country's second most important economic region after the Southern Transvaal. Its industrial expansion continues in spite of certain disadvantages, which arise from its geographical remoteness from both the country's most important consumer market and the large sources of labour in the African 'homelands'. It is the policy of the South African Government to encourage industrial decentralisation. Under this policy the siting of new industry and the growth of existing industry is controlled and special incentives, are offered to encourage industrial investment near the Bantu (African) homelands. Since there are no homelands in the Western Cape the local industrialist cannot enjoy the considerable advantages which are readily available to his competitor in other parts of the country particularly in Natal and the Transvaal. The Cape industrialist also has to face the problem of the great distances which separate him from the country's major consumer markets to the north and east, and the cost of railing his products to them.

On the other hand, the Cape enjoys some advantages and a



Cape Town: Sunlight on the tower blocks of the commercial centre, while the Table Mountain has its familiar covering of cloud, known as 'the blanket'.



Port Elizabeth: many shiploads of British exports are unloaded each year at the two-armed Campanile Dock.

number of development projects are planned which should sustain its economic growth in the future. It has its own considerable source of labour in the growing 'Cape coloured' population (a group of mixed racial origin numbering some 2 million). Although there is a high rate of absenteeism among this coloured work force, their intelligence enables them, given training and opportunity, to occupy posts in the skilled and managerial levels. Although situated far from supplies of cheap coal, which is the main source of electrical power, the Cape's grid system is now linked with the northern sources of power supply and South Africa's first nuclear power station is to be built on the Western Cape coast at Koeberg. Calls for tender are expected in about April 1973 with orders being placed in early 1974.

Table Bay harbour

Table Bay harbour is second only in importance, in terms of tonnage handled, to Durban. The number of ships calling has naturally increased since the closure of the Suez Canal and extensive harbour development is now taking place which will eventually provide an additional 22 ship berths. In the Northern Cape plans are being made, with the support of the Central Government and the South African Iron and Steel Corporation (ISCOR), for the construction of a new railway to carry iron ore from the Sishen area to Saldanha Bay on the Atlantic coast some 100 miles north of Cape Town. It is hoped that the construction of new port facilities there will promote also the exploitation, beneficiation and exportation of a variety of other minerals from the Northern Cape, and provide a new economic growth point. But progress will depend upon the availability of the considerable finance required and, apart from minerals and the possibility of crude steel production from the Sishen ore, the dry and unproductive hinterland of this western cape coast seems to offer little potential.

The traditional fruit, wine, vegetable and canning industries which are located in the better watered southern parts of the Province and send the bulk of their exports to Britain, are likely to be more affected than other parts of the country by Britain's entry into the European Common Market. The possibilities of making these industries more competitive and of finding alternative markets for their products are, therefore, currently subjects of lively discussion.

NEDBANK

(Formerly Netherlands Bank of South Africa)

Head Office: 31 Main Street Johannesburg

London Offices: 37 Lombard Street EC3V 9BN
Telephone: 01-626 2172

71 Haymarket SWIY 4RG
Telephone: 01-930 8702

'Azalea', one of Irvin and Johnson's new factory freezer trawlers, built in Aberdeen, Scotland, seen leaving Cape Town.

The gateway to the Eastern Cape is Port Elizabeth, South Africa's third biggest port, which together with East London, South Africa's only river port, 130 miles along the coast, handles around 10 million tons of cargo a year. With a population of over 400,000, Port Elizabeth is the centre of the Republic's motor vehicle manufacturing industry and its ancillary component manufacturing trades. Local industry also comprises a comprehensive range of other manufactures including textiles, wool products, glass, carbon black, footwear, cement, abrasives, confectionery and processed foods. Port Elizabeth is the main shopping centre for the hinterland, which, with the development of the Orange River irrigation scheme is likely to become increasingly important as an agricultural producing area and as a market for British goods.

Warm welcomed assured

The most advanced 'homeland' for the African population of South Africa is the Transkei in the Eastern Cape Province. Efforts are being made to site industries in, and on the borders of, the Transkei to utilise some of the abundant labour.

The British businessman visiting the Cape can be sure that he will enjoy a warm welcome and he will find a readiness to buy, within the limitations imposed by import controls, whatever he may offer that is competitive in price and quality. He will encounter no difficulty in making contacts and gathering market information. Capetonians engaged in industry and commerce will be very willing to advise him on market possibilities. One difficulty, however, is that there are few official statistics relating to the economy of the Province, as distinct from that of the country as a whole. There is some danger that the British visitor may feel a little too much at home. The business centre and the chain and department stores of Cape Town are so much like what he is used to in Britain, that he could easily forget that more than half of the population have Afrikaans as their first language (though with English as a very good second); that Cape Town is the birth place and still the centre of the powerful Afrikaaner incursion into the fields of insurance, banking and investment. Here still are the headquarters of SANTAM (insurance and banking), SANLAM (life assurance), Federale Volksbeleggings Beperk (development, finance and investment company), and the Trust Bank (whose London branch has recently opened).

The visitor seeking to establish representation in South Africa will be faced with the problem of deciding whether to appoint an agent for the whole country or whether, bearing in mind the distances separating the four large market areas, two or more agents should be employed each to cover a separate territory. The answer to this question will depend upon the nature of the commodity and what skills, knowledge, stocks and technical facilities need to be at the agent's disposal to enable him to sell and maintain the product satisfactorily. If a company has only one agent in South Africa, he would usually be based in Johannesburg, but in some fields Cape-based representatives successfully cover the whole country by regular visits to, or associates in, the other centres.

British principals with established representation—and there are many longstanding business and family relationships between Britain and the Cape—must not, if they are to retain their share in the market, neglect to visit their agents and customers. Developments in new products at home and the growth of new demands in South Africa often remain unexploited because the agent is uninformed of the former and the manufacturer ignorant of the latter. A working visit by a principal often results in the swift discovery and exploitation of such opportunities. It may not be unfair to say that this is specially true in the Cape where the atmosphere of 'live and let live' tends to produce a less aggressive pursuit of new opportunity than is to be found in the Transvaal.

British exporters will be well aware of the need to meet their delivery dates and when, for reasons outside their control, there is a danger that they may not be able to do so, to let their South African customers know as soon as possible. There is no doubt that the Cape businessman likes to buy from, and to represent, British suppliers and he will continue to do so if he can be assured of competitive sales and service from that source.

P & D
Overseas Newspapers and Periodicals

SOUTH AFRICA
'Braby's Commercial Directory' of S.E. and Central Africa 1971.
£9.00, £1.25 post.

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK £1.50 plus Post 15p.

'OVERSEAS DIRECTORIES & SUBSCRIPTIONS' £2.50
(Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDIS6O

PREPARING FOR EUROPE—2

Marketing in a sophisticated Community

This article is one in a new series showing how firms are gearing themselves for the enlarged European Community. The series will describe preparations being made by managements throughout Britain, in different industries and with labour forces ranging from tens to thousands. Each article will deal with one or more aspects of 'Preparing for Europe'. The complete series will cover sales and marketing, design and production, purchasing, distribution, and implications for trade as well as export markets.

Company: Dimplex Ltd.
Address: Millbrook, Southampton
Products: Storage radiatos, oilr filled radiators and towel rails, infra red heaters, convector heaters
Labour force: 900
Export sales: 25 per cent of total sales
Chief markets: Western Europe, Japan, Australia, South Africa

DIMPLEX adopted a 'one Europe' frame of mind when the Treaty of Rome was drawn up. Once the Community was a reality Dimplex intensified its efforts and, as a result, is now well established in all six member countries.

When discussing the EEC, one of the first things Richard Hudson, Dimplex Export Director, stresses is the danger of considering the Community as a 'home market' from the marketing point of view. 'Firms cannot expect to penetrate a big area like the Community without adapting to the different requirements of each of its component markets. A professional approach is necessary and this can only come from an effective export department—even if the total manpower is one experienced export manager.'

Many companies, and Dimplex is no exception, sometimes get their first taste of a new market from a chance order. 'But beware,' warns Richard Hudson, 'of allowing luck to dictate your fortunes. Continuing success comes only from determination to develop a new market on a continuous long-term basis.' With consumer goods in particular, attention must be paid to the small but often overlooked details which make each country and indeed each region a different entity requiring its own approach.

Although the European Community will continue to present numerous marketing problems, Britain's entry and with it the elimination of industrial tariffs by July 1977 can have a significant beneficial effect. The current EEC duty on Dimplex products is 8 per cent. 'The elimination of this cost over the next five years will give Dimplex scope to enhance its competitive position and at the same time further improve the profitability of these markets.'

Keep informed on the E.E.C.

Read the weekly

COMMON MARKET NEWS BULLETIN

Annual subscription £10.50 (post free).
from Common Market News Services,
92 Fleet Street, London, E.C.4.

Name.....

Address.....

.....

.....

Budgeting for expansion

Continued sales expansion is not considered unless it will also contribute to increased profits. Expansion in Europe is no exception, although in some instances tighter profit margins have to be accepted in the short term. 'Even so, each market must show a net profit. A mere contribution to overheads is not acceptable. Each market is being developed on a continuous long-term basis and must, therefore, be profitable to be commercially viable.'

Dimplex operate within the framework of a rolling five-year plan which is updated every six months. Budgets for each year are set from forecasts compiled from all available information —statistics from the market concerned, economic conditions and trends, past achievements and likely developments, plus the overall opinion of the overseas distributors and the Dimplex export managers who spend much of their time in the environment of their markets.

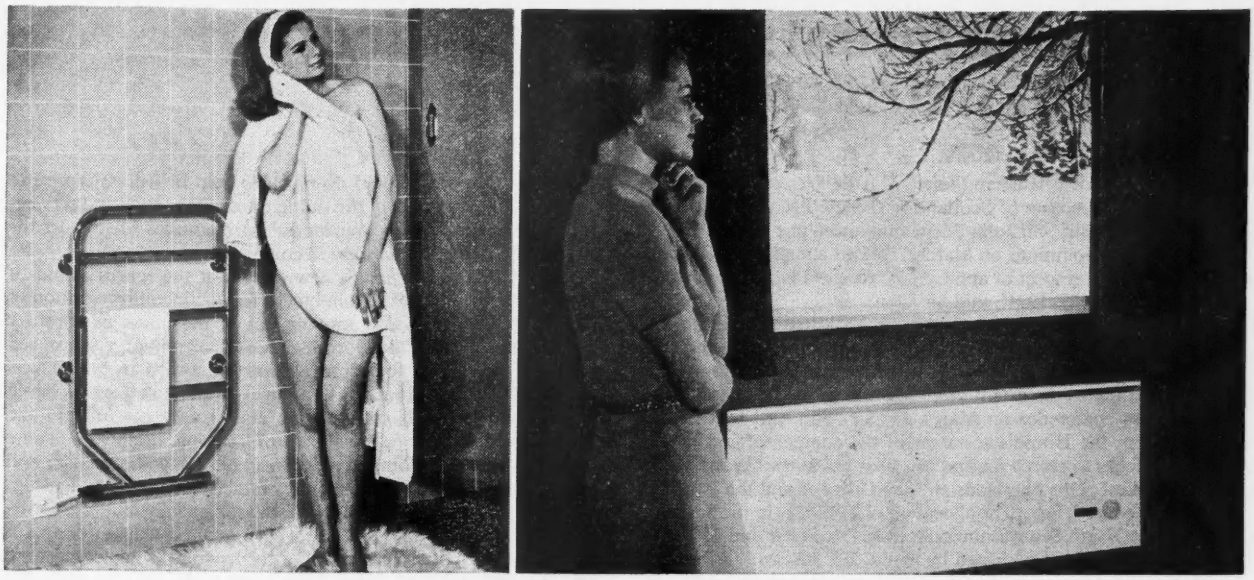
'The only certainty about a forecast', says Richard Hudson, 'is that it will be wrong. It is nevertheless an essential ingredient in any profit plan which in turn is essential for effective control. It is effective control which ensures that budgeted profits are achieved.'

In this context, effective control means having profit and loss accounts for each country available four days after the close of each four-week accounting period. 'The 100 per cent accuracy of the figures is sacrificed for speed because the quicker a trend can be spotted, the more time there is for remedial action to be effective.' These accounts form the basis of regular meetings between the managing director, export director and export managers, where decisions are taken to remedy adverse trends and to enhance favourable ones.

For export only

As well as being competitive, Europe is also highly sophisticated. To manufacturers for the consumer market, this is a particularly vital point. Local tastes and preferences do not vanish with tariffs and other non-tariff barriers. In Richard Hudson's opinion—'Once a company is established in a trading area, such as the EEC, to make the most of the opportunities it should consider the possibility of manufacturing specifically for export.'

Having established themselves in Europe, Dimplex now manufacture in their UK plant two product groups which are marketed only in continental Europe. These are two types of convector heater and one model of oil-filled radiator. This



Picture on the left shows a Dimplex oil-filled towel rail which sells in Europe and throughout the world. Right: slim-line wall mounted convector heater—one of Dimplex's 'for export only' products. These products accounted for 30 per cent of all exports to Europe this winter.

winter 30 per cent of all exports to Europe came from these products.

Literature

A sophisticated market needs to be pampered. Dimplex sales literature shows how the 'customer is king' approach influences the company's marketing operations. Literature for worldwide markets is produced in 13 languages, including the languages of all Dimplex European markets.

Production of literature involves close collaboration between the Dimplex export managers and the distributor in the market concerned. This is to ensure that the sales message is just right for each individual market and that the mood of the market is considered as well as its fashions, social and economic conditions and customs.

The same product may serve a different purpose in different markets. In Dimplex's case, some heaters are used mostly as the main heating in one country, but as supplementary or background heating in another. Factors like Britain's use of 'white meter' electricity vitally affects the emphasis used in sales literature.

Dimplex prepare the layout for their brochure including all illustrations and the cover design. The company insists on this layout being used in all markets. Enough space is then left for the longest text. In this way Dimplex achieve a worldwide uniform image and, at the same time, give their customers the flexibility of sales message, so essential in differing market conditions.

Adapting literature to each market need not be expensive. All brochures and leaflets are printed centrally to enable Dimplex to control the quality and to get the unit cost advantages of quantity production. Last year a million copies of the Dimplex 16-page export brochure were produced, and three-quarters of a million six-page throwaway leaflets. Full colour was used throughout and the total cost of these publications came to £24,000.

Collaboration with distributors

Dimplex have no agents, only sole distributors who buy products on their own account and can then in theory do what they like with them. In practice, however, the distributors are an extension of Dimplex's export organisation, fitting into the total marketing structure. 'This is the linchpin on which their success depends,' says Richard Hudson.

Managing director, export director and export managers pay regular visits and know each distributor personally. Export managers spend most of their time in their respective markets operating always in the closest collaboration with the distributors. Together they draw up marketing plans and sales tactics; together they supervise their implementation through wholesaler to retailer to customer; together they monitor the results against their jointly agreed sales targets.

Dimplex co-operate in all overseas sales promotions but the distributor has to play the major part. Company and distributor together stimulate wholesalers and retailers to participate in promotions. Such participation helps to ensure the fullest co-operation all along the line. Throughout all their dealings, whether with distributor, wholesaler or retailer, Dimplex insist that each has a good profit incentive.

On certain days, an observant visitor to the Dimplex works will notice the flag of another country fluttering over the main entrance. It is probably flying in honour of the distributor for that country, who will be visiting the company that day. This gesture is a small, but telling illustration of the Dimplex approach to Europe—and to exporting in general.

'Britain and the EEC'

In a matter of months Britain is expected to be a full member of the European Economic Community. To help businessmen familiarise themselves with the Community's institutions, legislation, trading practices and tariff changes the Department of Trade and Industry has collated 11 articles in the series 'Britain and the EEC' published in *Trade and Industry* during last year.

The collated edition includes background articles on the Treaty of Rome, the European Coal, Steel and Atomic Energy, Communities, Community Law and regional policy. Practical information of direct interest to businessmen is contained in articles dealing with transport, industrial and commercial policy and the free movement of labour. One article *Fair Competition in the Community* deals with Community policy on such matters as restrictive trade practices, monopolies and mergers. Another provides a guide to the advice and information available from the Department.

Further articles in this series will appear from time to time in *Trade and Industry*. Copies of single articles or the collated edition can be obtained free from the EEC/EFTA Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel. 01-222 7877, ext. 3579 or 2479.

British representation high in fourth round of petroleum licensing

CONTINENTAL Shelf petroleum licences for the Western Approaches and areas off the coasts of Scotland have now been allocated, the Minister for Industry, Sir John Eden, announced in a written answer to the House of Commons on March 15. 'This completes the allocation of licences in respect of applications received in response to the invitation of June 22, 1971', said Sir John.

'In all 75 companies or groups have been allotted 282 blocks, and at least 224 exploration wells involving an investment of over £200 million are to be drilled over the next six years. British companies are participating to the extent of 43 per cent in the licences.'

At a Press conference on March 15, Sir John said that he had announced in the House the names of the companies and groups allocated blocks to search for and get oil or gas in the Celtic Sea, the seas to the West of the Shetlands and the Orkneys, and the Northern waters of the North Sea. 'The allocation of 21 blocks in the Southern Basin of the North Sea was announced in December and 15 blocks in the North Sea were allocated by tender last August.

'In all 66 companies or groups have been allocated 246 blocks today on the basis of agreed work programmes; 145 were for the northern waters of the North Sea, 58 were for the new areas West of Shetlands and Orkneys and 42 for the Western Approaches and the Irish Sea and one is a late approval for a block in the Southern Basin of the North Sea. With the allocation by tender in August and the Southern Basin allocation in December a total of 282 blocks have been licensed. 75 companies or groups have been granted from one to 34 blocks each. Many of these companies are known to us as licence holders under previous licensing rounds and include the most famous names in the international oil industry. But there are several newcomers to the search in UK waters.

'The British representation in the awards on a discretionary basis is encouragingly high at 43 per cent and among the countries represented are the USA, Canada, Australia, France, Germany, Belgium, Italy, Norway, and Iran. All this represents a massive capability technically and financially to explore a further 60,000 sq. kms. of the UK continental shelf.

Minimum work programmes

'The agreed minimum work programmes involve seismic work on an extensive scale and 224 exploratory wells to be drilled within the six year initial period of the licence. This compares with the obligatory 189 wells for the first three rounds of licensing. But in fact 230 exploratory and appraisal wells have been drilled so far under these earlier rounds. It is impossible to estimate with any precision what the investment will have to be to effect the work programmes under the fourth round which are in any case obligatory and therefore represent the minimum effort which will be carried out.

'The waters involved are in the main deep, at some distance from the coast and generally with difficult weather conditions. But the expenditure involved over the next six years in carrying through the minimum exploration work alone will be of the order of £200 million.

'This £200 million is not the whole story. £300 million has been spent already on exploration and development. Total investment costs in getting North Sea oil is probably about £1,000 per barrel of production per day or (assuming 75 million tons by output p.a. by 1980) a total of £1,500 million.

'It is of special interest that no less than 16 per cent of the 60,000 sq. kms. of territory surrendered in 1970 at the end of the initial six year period of the first licensing round of 1964 has been reallotted under the fourth round. This demonstrates the value of the surrender provisions of the licence by allowing fresh applications in the light of new knowledge and techniques and thereby encouraging competition.

'Another feature of notable interest is the number of British investment groups backed in some cases by industrial firms which have entered into partnership with the oil industry. Three new Scottish groups, Pict, Viking and Caledonian are participating in more than one group and the Scott group which joined with Ranger Oil in the third round has in association with partners been granted further territory. The spread of British interests over a wide field beyond exclusive oil interests should do much to help British enterprise to play a much greater part in providing the capital goods and services which will be required in ever increasing quantities to support the massive exploratory effort soon to commence.

'Also, as will be recalled, a new feature of the fourth round of licensing was the offer of certain blocks for auction in recognition of the fact that we were now moving out of the initial exploratory phase in some parts of the North Sea. Over £37 million was secured by way of premiums for these blocks, the award of which was announced last September. This was an experiment that is now being assessed, and we shall consider the results very carefully in the evolution of policy for future rounds of licensing. I know that some have thought that this limited experiment did not go far enough and that the whole fourth round should have been an auction. I recognise the apparent attractiveness of this financially but there was no certainty at all that we should have secured a large premium income generally. Bids for several of the few blocks auctioned were very low and much of the area available under the discretionary system on offer is genuine 'wildcat' territory. But there can be no doubting the value of securing the substantial work programmes I have mentioned.

'It has been the policy of successive Governments since licensing began in 1964 to encourage the rapid and thorough search of the UK continental self. This has been done by attracting the skill, enterprise and risk capital from amongst British industry and the international oil industry in general. The result has been remarkable. We are now after less than eight years endeavour bringing ashore about 90 per cent of our total supplies of gas and there have been the major oil discoveries in the Scottish waters of the North Sea which could lead to a production of 25 million tons per annum by 1975 possibly trebling by 1980.

'But no less important to the economy are the opportunities presented to British industry to supply the materials and equipment for North Sea exploration and development. Exploration rigs, supply boats, production platforms and ancillary equipment, such as vessels, compressors, pipelines, valves, pumps and electrical equipment will all be needed. The day to day supply demand will also be very large—bulk supplies of cement, drilling chemicals and drilling tubes as well as bulk catering supplies. And there will be valuable contracts for construction and installation.

'This fourth round of licensing will lead to further exploration in the gas field areas of the Southern North Sea and to a burst of activity in the oil discovery areas of the Scottish waters of the North Sea and also in the new areas of the Celtic Sea and West of Shetlands and Orkneys; further major successes in these areas could make decisive impact for the economic well-being of future generations of the British people.'

Sir John Eden announced the fourth production licensing round on June 22, 1971. Fifteen blocks were subject to competitive tender and the awards were announced on August 25, 1971. Two hundred and seventy-one of the 421 blocks offered for discretionary allocation were applied for by the closing date of August 20, 1971; over 200 firms were involved in a total of 92 applications.

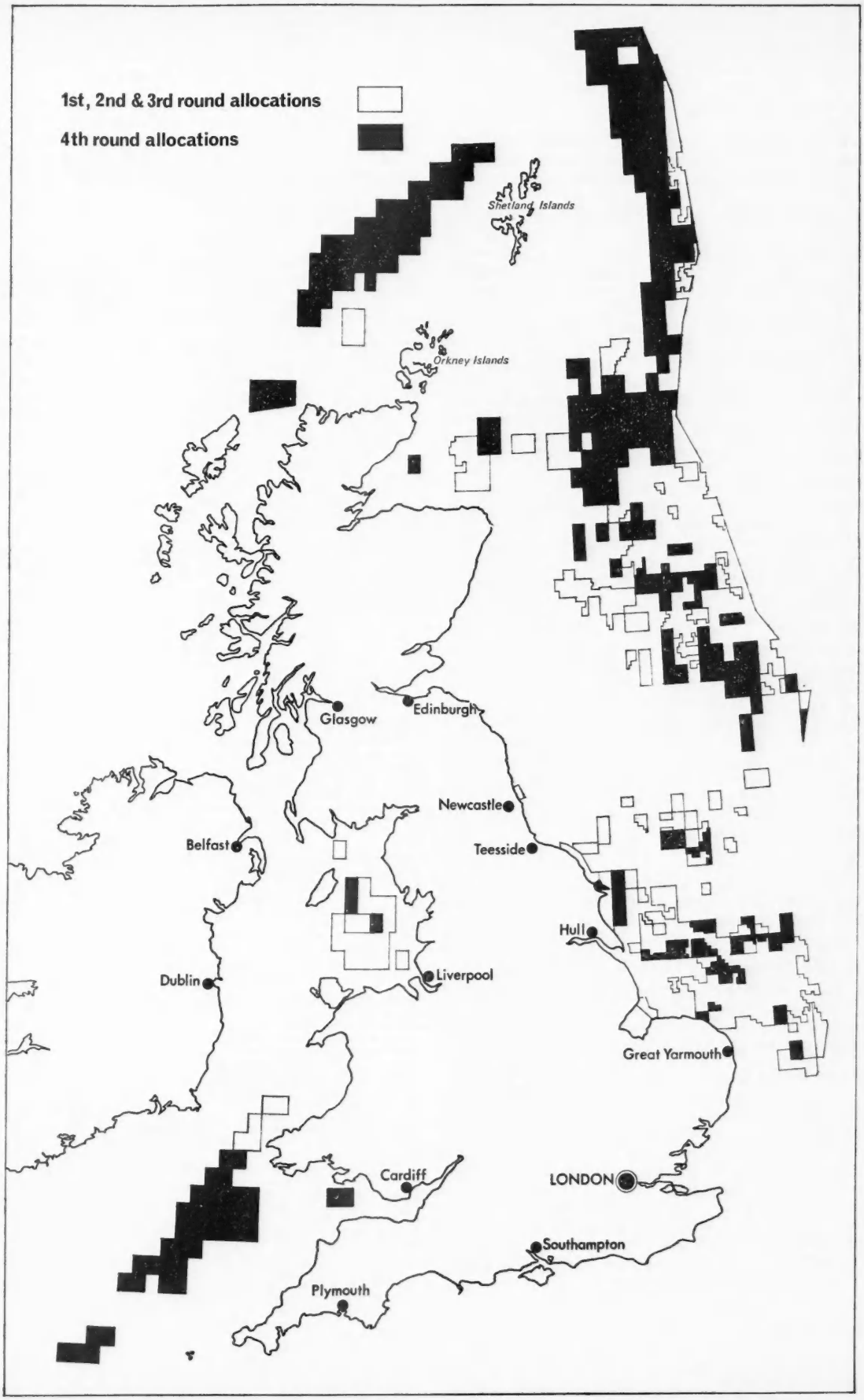
The award of the licences covering 21 blocks for the Southern Basin of the North Sea, ie that area of the North Sea lying south of 55° 50′ parallel where rapid developments have taken place in the discovery and production of natural gas since 1964 when licensing started, was announced on December 22, 1972.

Applications which the Minister has now approved indicate the extent of interest shown in exploring these hitherto largely unexplored areas. Each of the successful applicants is committed to carry out a programme of work designed to ensure a thorough exploration of his licensed territory.

In all 267 blocks have been allocated on the discretion basis; applications for four blocks were withdrawn. This concludes the allocations under the fourth round of licensing.

The British share in previous rounds of licensing was 30 per cent in 1964, 37 per cent in 1965 and 40 per cent in 1970.

(continued on page 486)


1st, 2nd & 3rd round allocations
4th round allocations
Shetland Islands
Orkney Islands
Glasgow
Edinburgh
Newcastle
Belfast
Teesside
Hull
Dublin
Liverpool
Great Yarmouth
Cardiff
LONDON
Southampton
Plymouth

PETROLEUM LICENSING
continued

Licensing criteria

The Minister in making his decisions has had in mind the criteria published in London Gazette Notice of June 22, 1971, announcing the offer of territory for licensing:

The criteria were:

(a) where a body corporate incorporated in a country outside the United Kingdom holds a controlling interest in the applicant, the extent to which equitable reciprocal treatment is accorded in such other country;

(b) the extent to which the applicant will further the thorough and rapid exploration of the oil and gas resources of the United Kingdom continental shelf, particular attention being paid to the financial and technical ability of the applicant to carry out an acceptable work programme, details of which will be called for when required during the consideration of the applications;

(c) exploration work already done by or on behalf of the applicant which is relevant to the area applied for;

(d) where the applicant already holds a production licence or licences, his overall performance to date;

(e) the extent of the contribution which the applicant has made or is planning to make to the economy of the United Kingdom including the strengthening of the United Kingdom balance of payments and the growth of industry and employment.

Southern North Sea

In the southern part of the North Sea the prospects are for further discoveries of gas in the vicinity of the fields already established in this area. Although it is unlikely that there will be any more major discoveries comparable in size to the existing fields, it is hoped that a number of smaller discoveries will be made which, together, will make a significant contribution to the gas reserves of the UK.

Northern waters

Further north, greater hopes are placed on the prospects for oil. Two commercially viable fields have been discovered, and a number of other discoveries has been announced, but it is too early to say whether or not they will be commercial. Present indications are that by the mid-1970's a production rate of around 25 million tons per annum could be sustained, and given a reasonable degree of success in the licences now being issued, it is not unreasonable to hope that this amount might be trebled by the end of the decade. In addition there are prospects of gas discoveries in these northern waters, as evidenced by the Norwegian Frigg field, a portion of which almost certainly extends under UK waters.

Celtic Sea

In the Celtic Sea a considerable amount of seismic work has been done and there are good geological reasons for being hopeful that oil or gas or both will be discovered and these hopes are supported by the discovery of gas in Irish waters to the south-east of Cork.

Orkneys and Shetlands

Less is known of the geological conditions to the west of the Orkneys and Shetlands but there are some similarities to the geological conditions in the northern part of the North Sea, so the prospects here may be considered to be good also.

Formidable challenge

Much of the area to be licensed lies in deep waters (more than 50 fathoms) and with the notoriously bad weather conditions of the North Sea, the oil companies are facing a formidable challenge. New drilling rigs have been specially designed for operation in arduous conditions such as these and are being built in a number of ship yards around the world. These are expected to come into service from 1973 onwards and by 1974-75 it is to be expected that more rigs will be working in the North Sea than at any time since exploration started there at the end of 1964. It is expected that the drilling of the first wells in the newly licensed areas using existing drilling rigs will commence during the coming summer.

Industrial opportunities

The developments on the continental shelf will provide great opportunities for industry. Equipment and services which will be required include drilling platforms, steel for pipelines and fabrication, mechanical and electrical equipment, supply boats and helicopters, repair services, harbour facilities, shore terminals and so on. Scottish industrial interests will have a considerable part to play in all this. A great deal of ancillary work has already been done by Scottish companies and a number of bodies are active in alerting Scottish firms to the wide range of opportunities.

Licensees and block numbers

NORTHERN NORTH SEA

Licensee(s)	Block No(s).
Amoco UK Petroleum Ltd. The Gas Council Amerada Exploration Ltd. Texas Eastern (UK) Ltd. Mobil Producing North Sea Ltd.	3/11, 9/3, 9/27, 13/16, 13/17, 13/21, 15/22, 30/11b+12b, 21/20, 30/26, 210/24, 211/27
Apco Oil (UK) Ltd. Creslenn (UK) Ltd. Mesa (UK) Ltd. Trafalgar House Investments Ltd.	20/24
Apco Oil (UK) Ltd. Mesa (UK) Ltd. Creslenn (UK) Ltd. P. & O. Oil Holdings (North Sea) Ltd.	11/30
Arpet Petroleum Ltd. Superior Oil (UK) Ltd. Canadian Superior Oil (UK) Ltd. Norsk Hydro Oil and Gas Ltd. Minster Assets Ltd.	22/30b + 29/5, 29/3b + 4, 30/23, 210/30, 211/11
Ashland Oil (UK) Ltd. A.A.H. (Oil Exploration) Ltd. Cities Service (UK) Ltd. L.L. & E. (UK) Ltd. Dunlop Oil Holdings (North Sea) Ltd. P. & O. Oil Holdings (North Sea) Ltd. Whitehall Petroleum Ltd.	9/7, 20/19, 29/16, 29/21, 29/26
Ball & Collins (North Sea) Ltd. Nepco Exploration (UK) Ltd. Th. Weisser Ltd. Assindia (Oil and Gas) Ltd. Lingen Offshore Ltd. London United Investments Ltd.	3/23
Basin Petroleum Corporation (UK) Ltd. Anglo Energy Ltd. Energy Minerals Corporation (UK) Ltd. Petroleum Reserve (UK) Ltd.	3/27,9/2
BP Petroleum Development Ltd.	9/5, 14/4, 14/5, 14/14, 14/15, 15/20, 16/11, 16/16, 210/7, 210/12, 210/13, 211/7, 211/12
BP Petroleum Development Ltd. Barnard Enterprises Ltd.	9/22
BP Petroleum Development Ltd. Iranian Oil Co. (UK) Ltd.	3/29, 15/13
BP Petroleum Development Ltd. Ranger Oil (UK) Ltd. Scottish Canadian Oil and Transportation Co. Ltd. London and Scottish Marine Oil Co. Ltd. Cawoods Holdings Ltd. National Carbonising Co. Ltd.	3/8
BP Petroleum Development Ltd. Hamilton Brothers Oil Co. (GB) Ltd. Hamilton Brothers Petroleum (UK) Ltd. The Rio Tinto-Zinc Corporation Ltd. Blackfrairs Oil Co. Ltd. The Trans-European Co. Ltd. Mobil Producing North Sea Ltd.	20/10
British Sun Oil Co. Ltd. North Sea Exploitation and Research Co. Ltd.	16/21, 211/22
Burmah Oil (North Sea) Ltd. Imperial Chemical Industries Ltd. Murphy Petroleum Ltd. Ocean Exploration Co. Ltd. California Oil Co. Ltd.	3/3, 15/12, 15/28
Canada Northwest Oil (UK) Ltd. Scurry-Rainbow (UK) Ltd. Trans-Canada Resources (UK) Ltd. Boadicea (Exploration) Ltd.	3/7
Conoco Ltd. Gulf Oil (Great Britain) Ltd. National Coal Board (Exploration) Ltd.	3/2, 9/21, 15/14, 15/19, 16/6, 29/19, 210/3, 211/28
Enjay Holdings Ltd.	211/2

Licensee(s)	Block No(s).
Esso Petroleum Co. Ltd.	210/5, 210/8
Forest Oil (UK) Ltd. R.O. Exploration Ltd. Newmont Oil Company International (UK) Ltd. Zapata Offshore Services Ltd. La Terre Petroleum (UK) Ltd. Southern Union Production (UK) Ltd. Summit Energy (UK) Ltd. Ukamar Ltd.	3/13, 14/10
Hamilton Brothers Oil Company (Great Britain) Ltd. Hamilton Brothers Petroleum (UK) Ltd. The Rio Tinto-Zinc Corporation Ltd. Blackfrairs Oil Co. Ltd. The Trans-European Co. Ltd.	9/8, 9/28 + 9/29, 210/14
Heiraco Ltd.	29/29
Home Oil of Canada Ltd. Charter Consolidated (North Sea Explorations) Ltd. Oil and Gas Enterprises (NS) Ltd. Canadian Industrial Gas (UK) Ltd.	38/2, 210/19
Hunt International Petroleum (Great Britain) Ltd. Viking Oil Ltd.	16/12, 211/3 + 8 —
Transocean Oil (UK) Ltd. Invent (UK) Ltd. Sea Search Ltd. Baytrust Oil Explorations Ltd. Unilon Oil Explorations Ltd. Tanks North Sea Ltd. Husky Oil (UK) Ltd. GAO (UK) Ltd. Sunlite Oil Co. (UK) Ltd. Kewanee Oil Co. (UK) Ltd. Oxoco (UK) Ltd.	15/8, 16/26, 28/5, 29/25
Kilroy Petroleum Co. (UK) Ltd Austral Oil Co. (UK) Ltd Pelto Oil Co. (UK) Ltd Alco Standard Petroleum Co. (UK) Ltd. Arbuthnot Investments Ltd Bankers Trust International Ltd. Parambe Rubber Co. of Ceylon Ltd. Merlin Petroleum Co. Ltd.	3/17
Mesa (UK) Ltd. Apco Oil (UK) Ltd. Creslenn (UK) Ltd. P. & O. Oil Holdings (North Sea) Ltd.	21/29b + 28/4
Milford (Oil and Gas) Ltd. Cleary Petroleum Co. (UK) Ltd.	210/1, 210/2
Mobil Producing North Sea Ltd. BP Petroleum Development Ltd.	21/27, 38/3
Monsanto Textiles Ltd. Deminex (London) Ltd. Pict Petroleum Ltd. North Sea Ventures Ltd. International Drilling Co. Ltd.	15/21
Oceanic and Atlantic Resources (North Sea) Ltd. Rank Exploration Ltd. Eason Norht Sea Ltd. El Paso North Sea Ltd. L.O.F. (North Sea) Ltd. Montrose Industries Ltd. William Jessop & Sons Ltd.	16/13
Occidental Petroleum (UK) Ltd. Getty Oil International (England) Ltd. Allied Chemical (Great Britain) Ltd. Thomson Scottish Associates Ltd.	9/26, 14/19, 15/11, 15/15, 15/17, 210/29
Oil Ventures (UK) Ltd. Belco Drilling and Exploration (UK) Ltd.	39/1
Pan Ocean Oil (UK) Ltd. Syracuse Oils (UK) Ltd. Sunningdale Oils (UK) Ltd. Siebens Oil and Gas (UK) Ltd.	16/2
Pennzoil (UK) Ltd. North Sea Selection Co. Ltd. Amax Petroleum (UK) Ltd. Wintershall (UK) Ltd. Australian Oil and Gas Exploration (UK) Ltd. Southern Pacific Petroleum (UK) Ltd. Diamond M Exploration (UK) Ltd. Associated Resources Ltd.	29/24
Placid Oil (GB) Ltd. Caledonian Offshore Co. Ltd.	29/2

Licensee(s)	Block No(s).
Phillips Petroleum Exploration (UK) Ltd. AGIP (UK) Ltd. Fina Exploration Ltd. Century Power and Light Ltd. Ultramar Exploration Ltd. The British Electric Traction Co. Ltd.	3/22, 9/16, 15/27, 210/15, 211/1
Phillips Petroleum Exploration (UK) Ltd. AGIP (UK) Ltd. Fina Exploration Ltd. Century Power and Light Ltd. Halkyn District United Mines Ltd. Oil Exploration Ltd.	16/17, 20/4, 30/27
Premier Consolidated Oilfields Ltd. Petroleum Corporation (UK) Ltd. Geothermal Oil Ltd. Preofram Ltd. Petrovette Ltd. Albany Oil and Gas (UK) Ltd. Cornwall Resources (North Sea) Ltd. Berkley Petroleum (UK) Ltd.	29/8b + 29/9b
Quintana Petroleum (UK) Ltd. Triton Petroleum Ltd. Bass Brothers (UK) Ltd. Del Mar Oil and Gas (UK) Ltd. Trend Exploration (UK) Ltd.	9/17
Ranger Oil (UK) Ltd. Scottish Canadian Oil and Transportation Co. Ltd. London and Scottish Marine Oil Co. Ltd. Cawoods Holdings Ltd. National Carbonising Co. Ltd. Canadian Pacific Oil and Gas of Canada Ltd.	3/30 + 4/21 + 4/26, 21/18
Seagram Distillers Ltd. Apco Oil (UK) Ltd. Cabot Carbon Ltd. Diamond Shamrock Oil Co. (UK) Ltd. Samedan Oil (UK) Ltd.	14/24
Shell (UK) Ltd.	210/4, 210/9
Shell (UK) Ltd. Esso Petroleum Co. Ltd.	3/12, 15/18, 15/25, 22/22b + 23b, 22/26b + 29/1, 210/20, 210/25, 211/13 + 14, 211/16, 211/23, 211/26
Siebens Oil and Gas (UK) Ltd. Westburne Drilling and Exploration (UK) Ltd.	2/10, 3/28
Numac Oil and Gas (UK) Ltd. Canadian Homestead Oils (UK) Ltd. Dome Petroleum (UK) Ltd. Supertest Petroleum (UK) Ltd. North Sea Oil and Gas Co. Ltd. Siebens Oil and Gas (UK) Ltd. Westburne Drilling and Exploration (UK) Ltd.	9/4
Signal Oil and Gas Co. Ltd. Champlin Petroleum Co. Ltd. United Canso Oil and Gas (UK) Ltd. Santa Fe Oilfield Trading Co. Ltd. North Sea Ventures Ltd. Charterhouse Securities Ltd.	211/18
Texaco North Sea (UK) Ltd.	13/22, 14/20, 15/7, 15/16, 20/5
Texas Gas Exploration (UK) Ltd. Inlet Petroleum (Caledonian) Ltd. Pict Petroleum Ltd. Dolphin Petroleum Ltd. Kirby Petroleum (Scotland) Ltd. Terrax Exploration Ltd.	21/19, 38/1
Total Oil Marine Ltd. Elf Oil Exploration and Production (UK) Ltd. Aquitaine Oil (UK) Ltd. Pict Petroleum Ltd. RIT Exploration Ltd. New Court Oil Venturers Ltd. Envoy Investments Ltd. Elpindene Ltd. Cawoods Holdings Ltd. National Westminster Bank Ltd. The Delta Metal Co. Ltd. Caber Oil Ltd. Rhodanna Ltd.	3/1, 3/6, 3/19
Total Oil Marine Ltd. Elf Oil Exploration and Production (UK) Ltd. Quitaine Oil (UK) Ltd. RIT Exploration Ltd. New Court Oil Venturers Ltd. Envoy Investments Ltd. Elpindene Ltd. Cawoods Holdings Ltd. National Westminster Bank Ltd. The Delta Metal Co. Ltd. Caber Oil Ltd. Rhodanna Ltd.	16/22, 29/30
Transworld Petroleum (UK) Ltd.	21/1, 21/6

(continued on next page)

PETROLEUM LICENSING
continued

Licensee(s)	Block No(s).
Unocal Exploration and Production Co. (UK) Ltd. Skelly Oil Exploration (UK) Ltd. Tenneco Great Britain Ltd. Norwegian Oil Co. DNO (UK) Ltd.	2/5, 9/12, 21/16
Whiterock Oil and Gas Ltd. Basin Petroleum Corporation (UK) Ltd. Anglo Energy Ltd. Energy Minerals Corporation (UK) Ltd. Petroleum Reserve (UK) Ltd.	9/11
Zapata Off-Shore Services Ltd. Clinton International North Sea Ltd. Hadson Ohio Oil (UK) Ltd. Bomin North Sea Ltd. Canadian Export Gas and Oil (UK) Ltd. Carless, Capel and Leonard Ltd. Acmin Exploration (UK) Ltd.	21/2, 29/6, 29/27

SOUTHERN NORTH SEA

(Additional to the list announced on December 22, 1971)

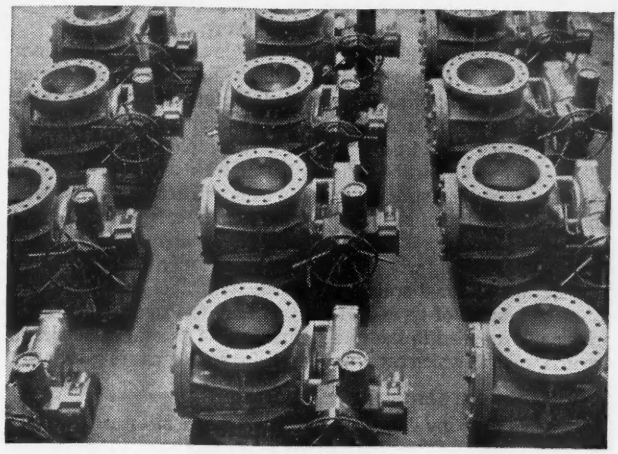
Apco Oil (UK) Ltd. Mesa (UK) Ltd. Creslenn (UK) Ltd. P. & O. Oil Holdings (North Sea) Ltd.	42/21

WEST OF SHETLANDS

Aquitaine Oil (UK) Ltd. Sunningdale Oils (UK) Ltd.	206/14
Arpet Petroleum Ltd. Superior Oil (UK) Ltd. Canadian Superior Oil (UK) Ltd. Norsk Hydro Oil and Gas Ltd. Minster Assets Ltd. Unocal Exploration and Production Co. (UK) Ltd. Skelly Oil Exploration (UK) Ltd. Tenneco (Great Britain) Ltd. The Norwegian Oil Co. DNO (UK) Ltd.	205/26
BP Petroleum Development Ltd. Imperial Chemical Industries Ltd. California Oil Co. Ltd.	205/22, 206/8
BP Petroleum Development Ltd.	202/3, 204/27, 204/28
Celtic Basin Oil Exploration Ltd. Cluff and Co. Ltd. Petromin Consultants Ltd.	156/6, 156/8, 156/9 + 14, 156/11
Conoco Ltd. National Coal Board (Exploration) Ltd. Gulf Oil (Great Britain) Ltd. Elf Oil Exploration and Production (UK) Ltd.	205/20, 206/7, 206/11, 206/16
Esso Petroleum Co. Ltd.	202/2, 205/19, 206/12, 206/13
The Gas Council Amoco (UK) Petroleum Ltd. Mobil Producing North Sea Ltd.	205/23, 205/29, 206/9, 206/10
Hamilton Brothers Oil Co. (Great Britain) Ltd. Hamilton Brothers Petroleum (UK) Ltd. The Rio Tinto-Zinc Corporation Ltd. Blackfriars Oil Co. Ltd. The Trans-European Co. Ltd.	205/24
Hunt International Petroleum (GB) Ltd. Viking Oil Ltd.	202/4
Kilroy Petroleum Co. (UK) Ltd. Austral Oil Co. (UK) Ltd. Pelto Oil Co. (UK) Ltd. Alco Standard Petroleum Co. (UK) Ltd. Arbuthnot Investments Ltd. Bankers Trust International Ltd. Parambe Rubber Company of Ceylon Ltd. Merlin Petroleum Co. Ltd.	204/29
Monsanto Textiles Ltd. Deminex (London) Ltd. Pict Petroleum Ltd. North Sea Ventures Ltd. International Drilling Co. Ltd.	204/30
Phillips Petroleum Exploration (UK) Ltd. Fina Exploration Ltd. AGIP (UK) Ltd. Century Power and Light Ltd. Ultramar Exploration Ltd. The British Electric Traction Co. Ltd.	205/25, 206/21
Premier Consolated Oilfields Ltd. The Petroleum Corporation (UK) Ltd. Geothermal Oil Ltd. Preofram Ltd. Petrovette Ltd. Albany Oil and Gas (UK) Ltd. Cornwall Resources (North Sea) Ltd. Berkley Petroleums (UK) Ltd.	166/20, 202/11, 202/16, 203/3
Shell (UK) Ltd.	156/7, 156/12 + 13, 166/15, 202/1, 202/5, 202/6, 202/7, 202/8, 202/9, 202/12, 203/6, 204/25, 205/15, 205/17, 205/18, 205/21, 205/27 205/28, 206/4, 207/2
Shenandoah Oil Corporation (UK) Ltd.	203/1, 203/2
Total Oil Marine Ltd. Pict Petroleum Ltd.	206/5
Siebens Oil and Gas (UK) Ltd. Westburne Drilling and Exploration (UK) Ltd.	205/30
Texaco North Sea (UK) Ltd.	207/1

CELTIC SEA

Arpet Petroleum Ltd. Superior Oil (UK) Ltd. Canadian Superior Oil (UK) Ltd. Norsk Hydro Oil and Gas Ltd. Minster Assets Ltd. British Sun Oil Co. Ltd. North Sea Exploitation and Research Co. Ltd.	93/3
Aquitaine Oil (UK) Ltd. Sunningdale Oils (UK) Ltd. Total Oil Marine Ltd.	103/22
BP Petroleum Development Ltd.	93/2, 103/23, 104/19
Celtic Basin Oil Exploration Ltd. Cluff and Co. Ltd. Petromin Consultants Ltd.	102/19, 112/25, 112/30
Conoco Ltd. National Coal Board (Exploration) Ltd. Gulf Oil (Great Britain) Ltd.	102/25, 102/29
The Gas Council Amoco (UK) Petroleum Ltd. Mobil Producing North Sea Ltd.	93/6, 103/21, 103/26
Hunt International Petroleum (GB) Ltd. Viking Oil Ltd.	102/23
Hydrocarbons (Great Britain) Ltd.	110/2
North Sea Ventures Ltd.	104/20
Phillips Petroleum Exploration (UK) Ltd. AGIP (UK) Ltd. Fina Exploration Ltd. Century Power and Light Ltd. Ultramar Exploration Ltd. The British Electric Traction Co. Ltd.	102/24
Premier Consolidated Oilfields Ltd. The Petroleum Corporation (UK) Ltd. Geothermal Oil Ltd. Preofram Ltd. Petrovette Ltd. Albany Oil and Gas (UK) Ltd. Cornwall Resources (North Sea) Ltd. Berkley Petroleum (UK) Ltd.	92/14, 92/15, 93/8, 93/12, 93/13, 102/20, 103/11, 103/16
Siebens Oil and Gas (UK) Ltd. Westburne Drilling and Exploration (UK) Ltd.	92/10, 103/28
Shell (UK) Ltd.	83/5, 84/1, 84/2, 92/27, 92/28, 93/4, 93/7, 102/15, 102/28, 102/30, 103/7, 103/18
Texaco North Sea (UK) Ltd.	103/6
Trend Celtic Ltd. North Sea Ventures Ltd. The Norwegian Oil Co. DNO (UK) Ltd.	103/17
Voyager Petroleums (UK) Ltd. Garth Shipping Co. Ltd. Anco Exploration (UK) Ltd. Chieftain Exploration (UK) Ltd. Consolidated Oil and Gas (UK) Ltd. Numac Oil and Gas (UK) Ltd. Teck Resources (UK) Ltd. Bralorne Explorations (Canada) Ltd.	103/27



Part of an order of 400 valves with control actuators awaiting shipment to Sofia. The most recent major orders from Serck Audco Valves of Newport, Shropshire, have been to Bulgaria and Poland, part of Comecon. This batch is going to a soda-ash plant.

Three new Mercantile Marine offices

NEW Mercantile Marine offices have been established by the Department of Trade and Industry at Dover, Ipswich and Plymouth. The Department will take over responsibility for MMO functions at these three ports from HM Customs and Excise and will also become responsible for MMO work at other ports currently dealt with by Customs.

The addresses of the new DTI offices are as follows:

Ipswich: Department of Trade and Industry, Mercantile Marine Office, 38 Museum Street, Ipswich, Suffolk (Tel: Ipswich (0473) 213-963) (Superintendent: Mr. F. Kitteridge).

Dover: Department of Trade and Industry, Mercantile Marine Office, c/o Customs and Excise, Southern House, Marine, Dover, Kent (Tel: Dover (0304) 2660) (Superintendent: Mr. T. R. Cassidy).

Plymouth: Department of Trade and Industry, Mercantile Marine Office, c/o Customs and Excise, Custom House, Parade, Plymouth, Devon (Tel: Plymouth (0752) 62091) (Superintendent: Mr. G. Sinclair).

The ports at which Customs and Excise will cease to carry out MMO functions and the subsequent DTI MMOs which will assume their responsibilities are:

Ports	To be covered by DTI MMO at
Padstow, Fowey, Par	Falmouth
Bridgwater, Sharpness, Gloucester	Avonmouth
Port Talbot	Swansea
Ardrossan, Ayr, Irvine	Glasgow
Kirkalby, Methil, Rosyth, Grangemouth	Leith
Montrose, Peterhead, Fraserburg, Macduff, Buckie, Lossiemouth, Dundee	Aberdeen
Blyth	South Shields
Goole, Scarborough	Hull
Hartlepool, Whitby	Middlesbrough
Maldon	Dock Street
Ridham Dock	Tilbury
Folkestone	Dover (new DTI MMO)

Printing firm to occupy Workington factory

ONTIME Ltd. are to occupy a 15,000 sq. ft. advance factory built by The English Industrial Estates Corporation on the Lillyhall Industrial Estate, Workington. Ontime Ltd., who are moving from Bury St. Edmunds, will use their new premises for screen process printing and the manufacture of 'point of sale' display material in plastic, metal, card, wood and wire. The company expects to be employing about 40 people, mostly men, within the next few months and this will increase with future expansion.

Government surplus sales

MINISTRY OF DEFENCE

March 28, 1972 Miscellaneous Stores

Location: The Garrison Theatre, Circular Road South, Colchester

Auctioneers: Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 0206 46161)

Coventry Climax fork-lift trucks; scientific instruments; compressors and pumps; cameras and photographic equipment; 19,500 ft. run steel scaffolding in 21 ft. lengths; textiles and woollens; mattresses; carpets; non-ferrous scrap metals; machine tools including, lathes; drills; grinders; universal miller; hydraulic press 16-ton, etc., various items of clothing and kitchen equipment.

April 14 Miscellaneous Stores

Location: Memorial Hall (entrance through Central Hall), High Street, Chatham

Auctioneers: Fuller Horsey Sons & Cassell (Dept. L), 52 Bow Lane, London EC4M 9ET. (Tel. 01-248 7954)

Various engineering equipment including, trailer mounted compressors; Dawson Downie water pumping set; Speedivac booster pumps; transformers; Torrance motorised plasticining mill; Coventry Climax fork-lift trucks; Ingersoll Rand pneumatic portable pile driver; Pullen 10-ton towed roller; ships' anodes; 9-ton steel billets, etc.; non-ferrous metal; electronic apparatus; cameras and photographic equipment; cine projectors; wrist watches; binoculars; Service clothing; blankets; woollen and mixed rags; boots and shoes; curtains; carpets; rugs; furniture; kitchen utensils; rubber tyres and numerous other effects; a few machine tools including, Denham lathe; White planing machine; pneumatic saws and tools, etc.

April 19-20 Miscellaneous Stores

Location: Regional Depot, RAOC, Hereford

Auctioneers: Russell Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432 4366)

Used service clothing; furniture; electronic equipment; 24 tons of transmitter spares; rotary pump spares; concrete mixer spares; electronic valves; machine tools including, bench grinding and drilling machines; guillotines; portable electric drills; lathes; shearing machine; arc welding machine; engraving machines; universal woodworking machine; buffing and polishing machines, etc., and many items of general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

DEPARTMENT OF TRADE AND INDUSTRY

Ship for Sale

Offers are invited for the purchase of the undermentioned Royal Fleet Auxiliary vessel 'as lying' at HM Naval Base, Chatham, Kent.

'Robert Dundas' Steel, built 1938. G.R.T. 1087 N.R.T. 565. Length (B.P.) 210 ft. 5 in. Breadth (mld) 35 ft. Depth (mld) 18 ft. 3 in. Light displacement 856 tons. Engine: Single screw, diesel by British Auxiliaries Ltd. BHP 960.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060 ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43, at the above address, in envelopes clearly marked 'Offer to purchase "Robert Dundas"' and must be received not later than *noon* on April 13, 1972.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

Implementing recommendations on metal container supply

THE outcome of discussions about the implementation of the Monopolies Commission's recommendations in their Report on the Supply of Metal Containers (published July 14, 1970, as *House of Commons Paper No.* 6) was announced on March 16 in the House of Commons by the Parliamentary Under-Secretary of State for Industry, Mr. Nicholas Ridley, in a written answer to a question.

Mr. Ridley said that Metal Box, Reads and Crown Cork had given certain undertakings in implementation of the Commission's recommendations. These undertakings covered the arrangements for the supply of closing machines to customers and of spares and service for the machines. They also covered discount and pricing arrangements and long term agreements for open top cans and aerosols and certain other discount arrangements for aerosols. Mr. Ridley expressed his satisfaction at the outcome of the discussions and his confidence that the undertakings would bring about the improvement of competition in the industry which the Commission sought.

The full text of the undertakings is given below:

Closing machines

1. The Company will not make any agreement or arrangement for or relating to the supply of closing machines under which the person to whom such machines are supplied is restricted to using them only or to a specified extent for the purpose of closing cans supplied by the Company.

2. The Company will not make any agreement or arrangement for or relating to the supply of closing machines under which the consideration for such supply is calculated:

(i) by reference to the fact that the person to whom such machines are supplied purchases all or any part of his requirements of open top cans from the Company; or
(ii) by reference to the fact that the person to whom such machines are supplied does not purchase open top cans from any other supplier.

3. The Company will before March 1, 1972, determine every agreement or arrangement for the supply of closing machines made before the date of these Undertakings in so far as such agreement or arrangement would have been contrary to paragraph 2 above if made thereafter.

4. The Company will as respects their business relating to the supply of closing machines have as their objective the charging of such prices in respect of the hiring of closing machines and of the services ancillary thereto as will yield:

(i) a total income on the aforesaid business which is at least equal to the full costs thereof; and
(ii) a rate of return which is at least equivalent to the rate of return on the whole of the Company's business relating to the supply in the United Kingdom of open top cans and closing machines.

Exclusive agreements and loyalty discounts

5. The Company will not enter into any agreement or arrangement:

(i) the intended effect of which is to require any person to purchase the whole of his requirement of open top cans or aerosols from the Company; or
(ii) requiring any person to purchase any specified proportion of his requirement of open top cans or aerosols from the Company.

6. The Company will as soon as possible and in any event not later than one year from the date of these Undertakings determine every agreement or arrangement made before the date of these Undertakings in so far as any such agreement or arrangement if made thereafter would be contrary to paragraph 5 above.

7. The Company will not make any agreement or arrangement with any other person under which the consideration is calculated either wholly or in part by reference to the fact that that other person purchases all or a specified proportion of his requirement of open top cans or aerosols from the Company.

8. The Company will as soon as possible and in any event not later than one year from the date of these Undertakings determine every agreement or arrangement made before the date of these Undertakings in so far as any such agreement or arrangement if made thereafter would be contrary to paragraph 7 above.

9. The Company will publish a list of their ex-works prices in respect of types and sizes of open top cans and aerosols principally supplied in the trade, including separate statements of the relevant lacquer charges.

10. The Company will from time to time notify to the Secretary of State their normal scales of quantity and other rebates or discounts in respect of types and sizes of open top cans and aerosols principally supplied in the trade, and also the general principles in accordance with which carriage charges for such cans are calculated.

Long term agreements

11. The Company will not make any agreement or arrangement for or relating to the supply of open top cans or aerosols to any person which contains a provision requiring that person to accept such supply for a period of more than two years, except that in the case of an agreement between the Metal Box Company Ltd. and H. J. Heinz Company Ltd. relating to can-making machinery and the supply of open top cans the said period may be one of five years.

12. The Company will as soon as possible and in any event not later than one year from the date of these Undertakings determine every agreement or arrangement made before the date of these Undertakings in so far as any such agreement or arrangement if made thereafter would be contrary to paragraph 11 above.

Aerosols

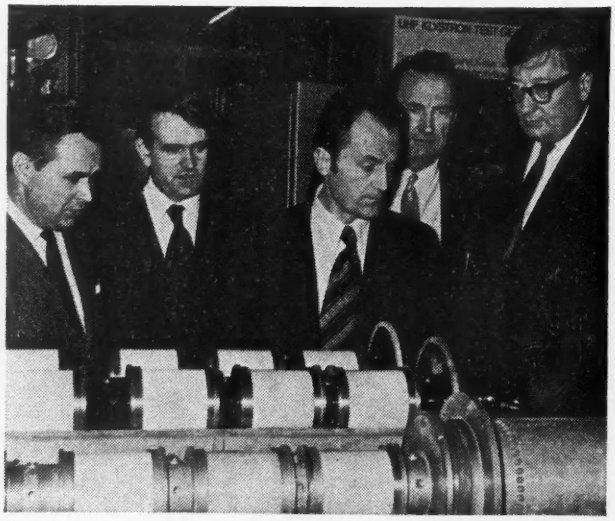
13. The Company will not make any agreement or arrangement for or relating to the supply of aerosols under which the consideration for such supply is calculated by reference to the level of purchases in one period compared with the level of purchases in an earlier period of time.

14. Every agreement or arrangement for or relating to the supply of aerosols made before the date of these Undertakings which, if made thereafter, would be contrary to paragraph 13 above will be determined forthwith.

15. The Company will not increase the discounts and rebates granted on the purchase of aerosols in respect of the purchase of aerosol valves beyond the levels of such discounts and rebates granted at the date of these Undertakings.

General

16. In these Undertakings 'Company' includes any body corporate which is a member of the same group as the signatory company, and for the purposes of this definition 'group' means a body corporate and all other bodies corporate which are its subsidiaries within the meaning of section 154 of the Companies Act 1948.



Recent visitors from Poland to the English Electric Valve Co. Ltd. works, Waterhouse Lane, Chelmsford, being shown the large type K3082 power amplifier klystrons which are used in UHF television transmitters.

New economic package for Ulster

A NEW economic package designed to stimulate and guide Northern Ireland's industrial and economic expansion over the next three years was presented on March 15 by the Northern Ireland Minister of Commerce, Mr. Robin Bailie.

The programme aims at providing machinery for identifying in today's economic climate the best possible ways of harnessing all the energies and skills existing within industry for the achievement of industrial consolidation and expansion. The guiding body will be a reconstituted Economic Council which will have reporting to it a top level Directing Board which the Minister sees as the powerhouse for the campaign.

The Minister explained that the Board will have two principal functions: using all possible talents—from both sides of industry and commerce, the professions, universities, research establishments, etc. —to survey the entire field of industry in Northern Ireland with the object of identifiying possibilities for further development; and to help secure their translation into projects on the ground utilising the extensive facilities available for the provision of support and financial assistance—the Ministries of Commerce and Health and Social Services, the proposed Northern Ireland Finance Corporation and the Local Enterprise Development Unit.

The Minister also announced that Mr. Charles Villiers, chairman of Guiness Mahon and Co., and former managing director of the Industrial Reorganisation Corporation, has agreed to act as chairman of the proposed £50 million Finance Corporation.

Mr. Villiers was a member of the Cairncross team whose report recommended the setting up of the Finance Corporation. His extensive merchant banking and IRC experience are expected to be an invaluable asset in guiding the Corporation which will have a key part to play in the new proposals. The Prime Minister, Mr. Brian Faulkner, in a statement issued on the appointment said that Mr. Villiers had been jointly invited by the United Kingdom and Northern Ireland Governments to lead the Finance Corporation.

Directing the campaign will be the Queen's University economist Mr. John Simpson who is being specially seconded to the Ministry of Commerce for the job.

Because of its importance as the Government's main advisory body on economic matters the Economic Council of which the Minister is Chairman will be enlarged and reconstituted.

In its reshaped form it will continue to be representative of all sections of the community with a direct interest in the economy and for the first time it will have direct representation from the Northern Ireland Council of the Confederation of British Industry and the Northern Ireland Chamber of Commerce and Industry, two bodies the Minister emphasised whose total support—along with that from the Northern Ireland Committee of the Irish Congress of Trade Unions—is essential to the success of the programme.

Finally the Ministry of Commerce itself is to be restructured under a programme which involves the creation of a number of new senior posts to bring greater concentration on Northern Ireland's economic and industrial problems.

Here again the emphasis will be to ensure that the best possible technical and professional expertise is available and it is envisaged that some of the posts will be filled by persons from outside the Civil Service with industrial, commercial and economic backgrounds.

Allocation of advance factory in Aberdulais promises 120 jobs

Mr. Peter Thomas, Secretary of State for Wales, has announced in the House of Commons that the Department of Trade and Industry's advance factory of 25,000 sq ft at Aderdulais, Glam has been allocated to Fairitt Engineering Company Ltd., of Sparkhill, Birmingham.

Employment will be provided for about 75 people (65 of whom will be men) almost immediately and, as the training of the labour force proceeds, this will progressively increase to a total of 120 (over 100 men) over a period of three years.

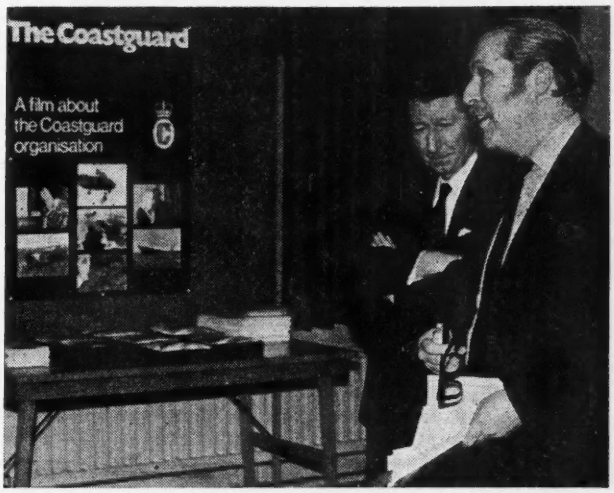
Fairitt Engineering Company Ltd. was established in 1942 and manufactures air diffusers, grilles and registers for use in air conditioning and ventilation systems.

New film marks 150th anniversary of HM Coastguard

'THE Coastguard', a new colour film produced for the Department of Trade and Industry by the Central Office of Information, was released on March 15 and introduced to a specially-invited audience at the COI Preview Theatre, London, by Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, who has special responsibility for HM Coastguard.

This 22-minute film, produced to mark the 150th anniversary of HM Coastguard (1822-1972), will be of particular interest to all who go to sea, and especially the ever-increasing yachting and sailing public. It will help to make them more aware of the services of the Coastguard organisation and its vital co-ordination role in search and rescue operations.

The 'stars' in the film are Coastguards themselves, or Auxiliary Coastguards, and they are seen carrying out their duties in many kinds of emergency with one objective in mind—saving life. Among some of the Coastguard services described are the reporting of oil



Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, introduces 'The Coastguard', a 22-minute film about the work of the Coastguard service, which this year is celebrating its 150th anniversary. The film was given a first showing last week at the headquarters of the Central Office of Information, who produced the film and whose director-general, Mr. F. D. Bickerton, is also seen in the picture.

slick movements, advising boat owners on personal safety equipment, keeping watch on pleasure craft making a coastal passage, and patrolling cliff areas to keep an eye on over-ambitious climbers.

The film makes the point that the Coastguard is a public servant, but not a policeman: he does not so much guard the coast as guard the people who live, work and play there. It also explains how much he depends on information and help from the public.

Vital information can reach him direct via telephone '999' emergency call, and at once the Coastguard service is in a position to help. With modern communications equipment at his fingertips, the Coastguard can alert neighbouring Coastguard stations to watch for an overdue sailing dingy, or he can initiate a broadcast to shipping through the Post Office coast radio stations, request the launch of a Royal National Life-boat Institution lifeboat or an inshore lifeboat, call out a Coastguard helicopter, or request the assistance of Royal Navy or RAF helicopters and search aircraft.

Copes of 'The Coastguard' film are available on hire (£1.60 per 16 mm. print for the first day) from the Central Film Library, Government Building, Bromyard Avenue, Acton, London W3 7JB, or from its affiliated libraries in Scotland and Wales.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

United Drapery Stores Ltd., and Debenhams Ltd.

Small firms win recognition for export success

'We are going into the European Economic Community, and small companies with tailor-made products of high quality and technology will find continental buyers increasingly hungry for competitive British goods,' said Mr. Michael Noble, Minister for Trade, at a luncheon last week when the British National Export Council Awards for Smaller Manufacturers were made.

Mr. Noble said that what struck him about the winning companies was the way their managements had taken their specialist areas of design innovation and technical advance and brilliantly developed their sales potential—'ever more that the sales effort has been pushed on a world-wide level into some of the most difficult overseas markets'. He went on to suggest that small British manufacturers operating in specialist fields should be ready to respond to the new EEC export opportunities.

The five award winners were chosen from 98 entrants among firms employing under 200 people and with export earnings of over £100,000 in the last financial year.

They were: **Fife Forge Co. Ltd.** of Kirkcaldy, manufacturers of a wide range of general carbon-steel forgings weighing from a few hundredweight up to 20 tons. Traditionally suppliers to the shipbuilding and heavy engineering industries, Fife Forge have diversified their market to 12 countries.

BTI Chemicals Ltd., of Bradford, producers of speciality chemicals used in papermaking, mineral processing and water and effluent treatment. Export sales to over 30 countries have been running at about 70 per cent of total sales.

Red Bridge Book Cloth Co. Ltd., of Ainsworth, Bolton, produce cover material for British driving licences, but their export achievements with foreign publishers earned them the award.

Ayala Designs Ltd., of Ickenham, Middlesex, have secured increases in their export earnings by the sale of pre-fabricated English pubs of the Tudor, Edwardian and Victorian eras round the world. They have also sold large numbers of snack bars abroad.

An award to Abrahams and Co. Ltd. of Gateshead, producers of electro-plated metal and glass giftwear, was refused by the company, and went instead to **Charles Openshaw and Sons (Manchester) Ltd.,** of Todmorden. The Company supplies lithographic printers in this country and 43 others with chemicals, rubber off-set blankets, manilla cylinder packing and damping fabrics.

Certificates of Merit went to the following companies: **Britella Ltd.,** of Leicester, knitware producers; **Midcast Numerical Control (Wales) Ltd.,** of Maestag, Glamorgan, specialists in numerical control machining; **Agemaspark Ltd.,** of High Wycombe, makers of spark erosion machines; and **Norman Fletcher (Sales and Developments) Ltd.,** of Burntwood, Staffs, exporters of fast, lightweight boats.

Presenting the awards, Sir Peter Tennant, formerly Director-General of the British National Export Council, said the awards would be continued for at least another year. They were promoted this year by BOAC.

The judges were Mr. Campbell Adamson, Director-General, Confederation of British Industry, Sir Max Brown, Secretary (Trade) Department of Trade and Industry, Mr Richard Hilary, Commercial Director, BOAC, Mr Victor Feather, General Secretary, Trades Union Congress, and Sir Peter Tennant.

Indicating the quantity of wine in a carafe

The practice of serving wine in carafes in restaurants and in licensed premises generally has increased considerably in the past few years. Although there is no legal obligation on the seller to make known to the purchaser, unless he asks for such a statement, the quantity of wine in a carafe, in some establishments the menu or wine list carries a statement eg that the measure being offered is half or one-third bottle.

There is considerable variation in the capacity of both wine bottles and carafes currently in use and it is consequently difficult for the purchaser to judge whether he is being asked to pay a fair price. The Department of Trade and Industry are therefore consulting interested organisations with a view to bringing such sales under control.

The Department propose to make an Order to amend Part VI of Schedule 4 to the Weights and Measures Act 1963 which would require that, when sold for consumption on the premises, sales of wine by the carafe should be by capacity measurement. The units of measurement which may lawfully be used in transactions are set out in Schedule 1 to the Weights and Measures Act 1963. The requirement would automatically impose on the seller an obligation to make known to the purchaser the quantity of sale in an appropriate imperial or metric unit of capacity measurement. It is expected that most licensees will fulfil this requirement by means of a statement on the menu or wine list. The present proposals do not extend to sales of wine by the glass or to bottled wine.

Any organisation which has not been consulted by the Department may obtain full information about the proposals from the Department of Trade and Industry, Standards Weights and Measures Division, Abell House, John Islip Street, London SW1P 4LN.

Mr. John Davies meets nationalised industries chairmen

The Secretary of State for Trade and Industry, Mr. John Davies, met nationalised industries chairmen on March 13 to discuss the future course of prices in relation to the public sector industries.

The Secretary of State was accompanied by the Minister for Trade, Mr. Michael Noble, and the Minister for Industry, Sir John Eden. The nationalised industries chairmen present were:

Sir Norman Elliott (Electricity Council) and Mr. Peter Menzies, chairman designate;
Sir Stanley Brown (Central Electricity Generating Board) and Mr. Arthur Hawkins, chairman designate;
Mr. Arthur Hetherington (Gas Council), Mr. David Nicolson (British Airways Board), Mr. Derek Ezra (National Coal Board) and Lord Melchett (British Steel Corporation).

The Secretary of State explained that this was an exploratory meeting. It took place in the context of the Prime Minister's discussions with the TUC and the CBI.

There was a preliminary exchange of views between Ministers and the public sector chairmen on the impact of the CBI prices initiative, current industry finances and pricing, and the implications for both of a further period of price restraint.

The Secretary of State suggested there should be further discussion following the forthcoming meeting with the CBI on March 16.

Thirty-seven French businessmen recently visited Cannon Industries Ltd., makers of domestic gas appliances, at Bilston, Staffordshire. They represented a wide range of companies including the French gas cooker industry. Picture shows some of the visitors inspecting Cannon's pickle plant control equipment at Bilston during the production of the company's new 1972 range of gas cookers.

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments:

Mr. L. W. Smith, to be deputy chairman of the North Thames Gas Board.

Mr. W. Thomas, of Banbury, to be a member of the Southern Gas Consultative Council.

Mr. W. Hutchinson, of Stockton-on-Tees, to be a member of the Northern Gas Consultative Council.

Councillor O. C. Jones, of Edeyrnion, Merioneth; and Mr. L. J. Perks, of Bassaleg, Mon., to be members of the Wales Gas Consultative Council.

Councillor J. Rothwell, of Kearsley, to be a member of the North Western Gas Consultative Council.

Alderman T. Parry, of Bangor Isycoed; Mrs. L. Cummings, of Kirkby; and Mr. A. G. C. MacLean, of Criccieth; to be members of the Merseyside and North Wales Electricity Consultative Council.

Councillor V. Butler, of Haringey; and Councillor D. Coleshill, of Watford, to be members of the Eastern Gas Consultative Council.

Councillor S. P. Dougherty, of Wimbledon; Councillor L. J. Wicks, of Shepherds Bush; and Mr. R. H. Powell, of Park Lane; to be members of the London Electricity Consultative Council.

Mr. A. E. Hawkins to be a deputy chairman of the Central Electricity Generating Board from March 1 to June 30, 1972 prior to his taking up his appointment as chairman of the Central Electricity Generating Board on July 1, 1972 (as previously announced).

Mr. Harold C. Spear and Mr. L. F. Robson, to be members of the Electricity Council. Mr. Spear will succeed Mr. R. D. V. Roberts, who will be retiring this year and Mr. Robson will succeed Mr. P. A. Lingard who takes up appointment as chairman of the East Midlands Electricity Board on July 1, 1972 (already announced).

Lt.-Col. P. G. R. Burford, of Neston; and Councillor Gwilym Davies, of Blaenau Ffestiniog to be re-appointed as part-time members of the Merseyside and North Wales Electricity Board.

Mr. R. Mallet, deputy chairman of the Midlands Electricity Board, to be chairman of the North Western Electricity Board from March 1, 1972. This Board chairmanship has been vacant since January 1 when Mr. R. F. Richardson became deputy chairman of the Electricity Council.

Mr. G. T. Shepherd, deputy chairman of the London Electricity Board, to be chairman of the Midlands Electricity Board in succession to Mr. E. Bates, who is retiring at his own request (as previously announced) on March 31, 1972.

Furniture Development Council

Mr. J. B. Livingston and Dr. E. G. West, to be independent members of the Furniture Development Council until December 31, 1973, after which the Council is to be dissolved. Their appointments complete the independent members to the Council referred to in *Trade and Industry* of January 13, page 48.

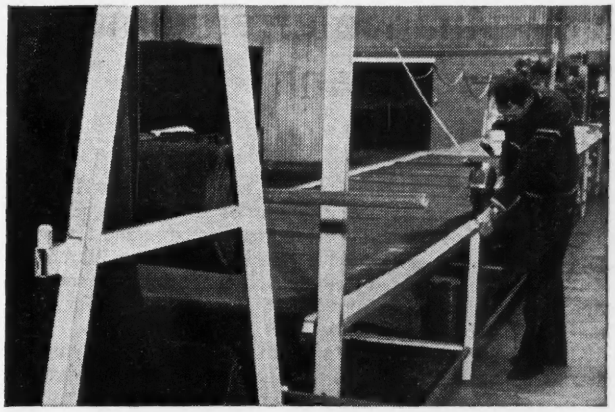
Mining Qualifications Board

Mr. D. Grime has been appointed a member of the Mining Qualifications Board in place of Mr. E. L. Evans who has served for 10 years. Mr. Grime is production manager, North Wales, National Coal Board.

Surgical products manufacturer moves to Sunderland

THE Department of Trade and Industry has announced that C. R. Bard International Ltd. are to occupy a site on the Pennywell Industrial Estate, Sunderland, which is administered by the English Industrial Estates Corporation. An area of 10.8 acres, a quarter of the estate, is being purchased by the company for the development of what will be an important project for Sunderland. Initially, the company will move into a 15,000 sq. ft. advance factory for pilot production purposes while their own factory is being built.

The first stage in their private development will be the construction of a 100,000 sq. ft. unit which will provide employment for 250 people when full production capacity is reached.



A length of 85 ounce neoprene/nylon being cut during the manufacture of skirts for hovercraft being made for export at the British Hovercraft Corporation's East Cowes works on the Isle of Wight. The material, claimed to be resistant to the most aggressive climatic and environmental conditions, is a tough neoprene-coated fabric which has been specially developed for this application by the Northern Rubber Co. Ltd. of Retford, Notts, a Pegler-Hattersley Group company.

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London, SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 6.

Tariff headings	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	Vinyl Chloride	as in previous column	September 1, 1972	10564
29.06	2-Hydroxybiphenyl of a purity not less than 97 per cent	as in previous column	July 4, 1972	6931
29.14	Undec-10-enoic acid	as in previous column	July 4, 1972	11021
29.26	DL-Arginine hydrochloride	as in previous column	December 31, 1972	12593
29.35	1-(3-Chlorophenyl)-3-methyl-5-pyrazolone	meta chlor phenyl methyl pyrazolone (1-(3'-Chlorophenyl)-3-methyl-5-pyrazolone	December 31, 1972	13867

Imports of cheddar cheese

IN a Written Reply to a Question in the House of Commons on March 9, asking about the arrangements for imports of cheddar and cheddar-type cheese from April 1, Mr. James Prior, Minister of Agriculture, Fisheries and Food, said: 'Imports of cheddar and cheddar-type cheese will continue without quantitative restriction from April 1. By agreement with the principal overseas suppliers to the United Kingdom market, the voluntary restraint arrangement will remain in being but will continue suspended. The market situation will be kept under review.'

New finance arrangements for exports and shipbuilding

MR. Michael Noble, Minister for Trade, announced in the House of Commons on March 15, the setting up of new arrangements for finance for exports on credit of two years or more and for home shipbuilding orders. The scheme was introduced on March 16. Mr. Noble also announced the reduction of the fixed rate for such exports, other than ships, from 6½ to 6 per cent. The rate for ships, home and export, is unchanged at 7 per cent.

Although all finance will continue to be provided initially by the clearing banks, a bank will be refinanced for advances beyond 18 per cent of its current account deposits.

The refinancing for exports will be carried out by the Export Credits Guarantee Department; the Department of Trade and Industry will run the home shipbuilding scheme.

The rate of interest charged to borrowers will in future be entirely a matter for the Government. The banks will get an agreed rate of return calculated separately by reference to market rates; at present this will be in the region of 6 per cent. Any necessary adjustments to cover a difference between the two rates will be affected through the refinance mechanism.

The full text of Mr. Noble's statement is as follows:

'With permission, I should like to make a statement about new arrangements for financing exports on credit of two years and over and for home shipbuilding. These arrangements are the result of a joint study by the Government and the clearing banks of two related problems, namely, the rate for this finance and its availability.

Government to decide

'Under the new arrangements, the banks will continue to provide credit for exports and ships at fixed rates of interest, but from tomorrow the rates will be decided by the Government alone. The rate for exports other than ships is currently 6½ per cent. I am reducing this rate to 6 per cent for all contracts signed from tomorrow. This change will put British exporters in a better competitive position as regards the cost of finance and will open the door to valuable export opportunities, particularly for the capital goods industries. The rate will be kept under review by the Government. The fixed rate of interest for shipbuilding contracts, both home and export, will remain at 7 per cent, in accordance with the established agreement in OECD to which all the major shipbuilding countries subscribe.

'All finance at fixed rates will continue to be provided initially by the banks. The banks will be refinanced for any such lending beyond 18 per cent of their current account deposits. The agreed rate of return on their lending will be calculated by reference to market rates. On current calculations, this return will be in the region of 6 per cent. Any difference between the fixed rate and the agreed rate of return to the banks will be adjusted through the refinancing. The adjustment will either be in favour of the banks or the Government, depending on the level of the rates.

'The new arrangements for export credit will be undertaken by the Export Credits Guarantee Department under the powers conferred by the Export Guarantees and Payments Act 1970. The previous Government informed the House that it was their intention to use these powers to match foreign competition. The powers will continue to be available for this purpose but I intend to use the Act for refinancing as well. I am sure that the House will agree that the powers should be used for these wider purposes for the benefit of our export trade. ECGD will be seeking the approval of the House as soon as possible to a supplementary vote for this expenditure in 1972/73, but in the meantime some of this may need to be met temporarily from the Contingencies Fund. It is the intention that refinance for home shipbuilding should be provided by the DTI and legislation will be introduced shortly to obtain the necessary powers, the Issue Department of the Bank of England continuing to provide refinance for home shipbuilding until these are available.

'The volume of refinance required will depend on the future growth of the banks' current accounts and of the amount of export and shipbuilding business undertaken. The amount estimated for the first full year is of the order of £350 million to £400 million, but this will not involve any additional burden on the economy or any addition to the public sector borrowing requirement greater than would have occurred under a continuation of the existing scheme.

'The arrangements will be reviewed after three years' operation, or earlier at the request of either the banks or the Government.'

West India Committee sets up Trade Committee

FOLLOWING the replacement of the British National Export Council by the British Exports Board, the West India Committee has decided to set up a Trade Committee to strengthen and develop the trade links built up between the Caribbean Committee of BNEC, and the Caribbean Countries which consists of the Commonwealth Caribbean countries, French, Dutch and US territories, the Dominican Republic, Haiti and Cuba.

The West India Committee, which was formed over 200 years ago has long established contacts with governments and industry, and an intimate knowledge of the area.

It is intended that the Trade Committee will act as the focal point for the promotion of UK trade with the Caribbean and will welcome involvement in the planning of promotional activities; not only those sponsored by the West India Committee, but those organised by other UK sponsors such as chambers of commerce, trade associations, export clubs, etc.

The new committee will meet regularly and, in addition to promoting trade, will welcome individual business men and missions from the Caribbean.

Backed by comprehensive trade statistics and detailed information on the area, this committee will be available to assist with trade inquiries concerning both exports and imports. The following will be the first members of the new committee:

Chairman: C. M. Hughes, Thomson Hankey & Co. Ltd.

Members: Mr. G. P. Brownie, Confederation of British Industries; Mr. P. S. Carrodus, Inchcape Overseas Ltd.; Mr. J. M. F. Crean, Unilever Ltd.; Mr. J. H. Cummins, Barclays Overseas Development Corporation Ltd.; Mr. O. R. Dorken, Alfred Field and Co. Ltd.; Mr. H. B. Duggan, Wilkinson and Gaviller Ltd.; Mr. C. J. Evans, Wallace Evans and Partners; Mr. R. A. G. Haggie, British Ropes Ltd.; Mr. C. G. F. Hazell, Taylor Woodrow International Ltd.; Mr. A. B. Henderson, Livesey and Henderson; Mr. N. Holmes, Hawker Siddeley Electric Export Ltd.; Mr. P. A. McCunn, Cable and Wireless Ltd.; Mr. K. McLean, Court Line Ltd.

Representatives of the Foreign and Commonwealth Office and the Department of Trade and Industry will serve on the committee as associate members.

New export group for Israel

FOLLOWING the dissolution of the British National Export Council, the members of BNEC Israel decided to continue their activities as the British Export Group for Israel.

'The record amount of £117 million for British exports to Israel in 1971 encourages us to carry on', said the Hon. Michael D. Sieff, chairman of the new group at its first meeting. Israel is now amongst the 20 biggest markets for British goods and during the last six years exports have increased by 130 per cent.

The British Export Group for Israel has the support of industry, the British Export Board and the government departments concerned (DTI and FCO). The former Executive Secretary of BNEC Israel, Mr. Stephen Wills, was appointed to the same post with the new group.

Trade Minister for Hungary

MR. Michael Noble, Minister for Trade, was visiting Hungary from March 21 to 24.

The main purpose of the Minister's visit was to sign a new long-term Economic and Trade Agreement as well as a new Co-operation Arrangement for the development of economic, industrial and technical co-operation between the two countries. During his visit Mr. Noble was the guest of Dr. Biro, the Hungarian Minister of Foreign Trade. He held discussions with Dr. Biro and with other Ministers and leaders of trade and industry in Hungary about the promotion of trade in both directions.

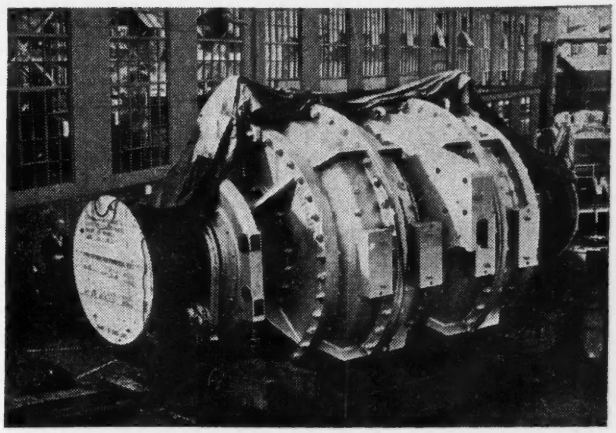
Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
January 7, 1972		
1,036,230	Societe Anonyme Automobiles Citroen	Automobile vehicles fitted with disc brakes
1,043,093	Societe Anonyme Automobiles Citroen	Disc brakes
1,146,995	Societe Anonyme Automobiles Citroen	Disc brakes, in particular for automobile vehicles
1,145,669	Societa Italiana Resine S.p.A.	Method of preparing aromatic acids
1,168,859	Societa Italiana Resine S.p.A.	Method of preparing phenolic resins
1,175,560	Societa Italiana Resine S.p.A.	Process of preparing stabilized aqueous formaldehyde solutions
1,186,705	Societa Italiana Resine S.p.A.	Neoprene-phenolic resin adhesive compositions
1,207,860	Societa Italiana Resine S.p.A.	Process and apparatus for preparing metal oxides
1,208,027	Societa Italiana Resine S.p.A.	Process for preparing titanium dioxides
January 18, 1972		
962,283	United States Atomic Energy Commission	An improved balance having negligible friction
1,089,840	Union Special Machine Company	Conveyor sewing machines
1,084,062	Agfa-Gevaert Aktiengesellschaft	Process for the preparation of zinc oxide
1,148,976	Agfa-Gevaert Aktiengesellschaft	Process for the preparation of zinc oxide of high photosensitivity
1,170,391	Societe Continentale Parker	Method and solution for electrolytic tinning
January 21, 1972		
933,229	United States Atomic Energy Commission	Electrical cable connectors
940,522	United States Atomic Energy Commission	Cruciform control rod joint
955,934	United States Atomic Energy Commission	Compact cascade impactor
972,661	United States Atomic Energy Commission	Disposal of radioactive wastes from nuclear reactors
985 378	United States Atomic Energy Commission	Electric switch
986,321	United States Atomic Energy Commission	A method of and apparatus for ultrasonic welding
996,839	United States Atomic Energy Commission	Method of treating radioactive waste
999,917	United States Atomic Energy Commission	Multiple parameter eddy current non-destructive testing device
1,000,961	United States Atomic Energy Commission	Disconnectable tube coupline
1,017,146	United States Atomic Energy Commission	Method and apparatus for induction melting
1,025,164	United States Atomic Energy Commission	A radiation desimeter
1,046,533	United States Atomic Energy Commission	Air cooling unit for protective clothing
1,050,400	United States Atomic Energy Commission	Intrusion detection system
1,050,772	United States Atomic Energy Commission	Method and device for consolidating refractory metal powders
1,058,861	United States Atomic Energy Commission	A graphical nulling device for non-destructive eddy current testing equipment
1,058,862	United States Atomic Energy Commission	An eddy current non-destructive testing device
1,061,497	United States Atomic Energy Commission	Recovery of uranium and plutonium values from aqueous solutions of ammonium fluoride, particularly from Zirflex type waste solutions
1,062,767	United States Atomic Energy Commission	Nickel plating
1,069,250	United States Atomic Energy Commission	Oxidation resistant beryllium articles and process of making
1,084,936	United States Atomic Energy Commission	Electrorefining of plutonium
1,087,890	United States Atomic Energy Commission	Process and apparatus for preparing oxide gel microshperes from sols
1,098,246	United States Atomic Energy Commission	Production of low particle size-high surface area metal powders

Patent Office publications for industry

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent, BR5 3RD; or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, WC2.



This RFA 18 Froude hydraulic dynamometer, rated to absorb 37,500 b.h.p. at speeds between 120-325 r.p.m. in either direction of rotation, bound for the Soviet Union from Redman Heenan Froude's Worcester factory, completes a £320,000 order for two of these machines and two DA 890 unidirectional dynamometers absorbing 37,500 b.h.p. at speeds between 3,600-6,500 r.p.m. (This caption appeared in error under a picture in 'Trade and Industry', January 13, page 45, which showed another Froude hydraulic dynometer—model RFA 10, worth £48,000, which was despatched to Zaklad Urzadzen Technicznych, Zgoda, Poland.)

Number	Grantee	Subject-matter
1,102,824	United States Atomic Energy Commission	Method of and apparatus for controlling start-up of a nuclear reactor
1,106,488	United States Atomic Energy Commission	Nuclear-power sea-water conversion plant
1,123,444	United States Atomic Energy Commission	System for translating from a black-and-white density to a colour record
1,137,606	United States Atomic Energy Commission	Electrolytic reduction of uranium hexafluoride to uranium metal in a fused electrolyte
1,137,625	United States Atomic Energy Commission	Separation of uranium and plutonium values
1,148,566	United States Atomic Energy Commission	Neutron film dosimeter
1,153,219	United States Atomic Energy Commission	Fuel element
January 24, 1972		
840,270	Schloemann Aktiengesellschaft	Improvements in extrusion presses
1,058,488	Agfa Aktiengesellschaft	Improved photographic paper
847,718	Sperry Rand Ltd.	Rotary electrical machine
1,011,413	Sperry Rand Ltd.	Hydrodynamic gas bearings
1,062,530	Sperry Rand Ltd.	Aircraft control arrangements
1,138,334	Sperry Rand Ltd.	Directional control device for guided missiles
1,210,878	Agfa-Gevaert Aktiegesellschaft	Photographic material containing colour couplers
1,231,164	Kugelfischer Georg Schafer and Co.	Brake cylinder assembly with automatic adjuster
January 25, 1972		
1,121,984	Commissariat a l'Energie Atomique	A method of regulating steam pressure and a thermal excess pressure device or 'pressurizer' employing said method.
1,171,183	Centre d'Etudes pour l'Industrie Pharmaceutique	Pharmaceutical compositions containing enzymes.
1,129,437	Centre d'Etudes pour l'Industrie Pharmaceutique	New urea derivatives, process for their preparation and therapeutic composition containing same.
1,219,357	Aktieselskabet Niro Atomiser	Liquid atomiser nozzles.
January 27, 1972		
1,103,626	Agfa-Gevaert Aktiengesellschaft	Photographic camera with an automatic exposure value setting means.
1,113,237	Commissariat A l'Energie Atomique	Processes for simultaneously purifying and concentrating plutonium solutions.
1,125,100	Commissariat A l'Energie Atomique	Electrical generators, more particularly for delivering electrical energy in pulse form.
1,130,590	Paillard S.A.	A Gauss double type objective lens.
1,160,037	Paillard S.A.	A cassette intended to receive a spool bearing an elongated body such as a magnetic tape or cinematographic film.
1,234,781	Harold Bert Burns	Vehicle auto-theft device.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

POINTS from PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

MONDAY, MARCH 13

Value of North Sea oil

The Parliamentary Under-Secretary of State for Industry, Mr. Nicholas Ridley, was asked for his latest estimate of the direct value to the Government from North Sea oil; how this compares with other major Scottish industries; and what proportion it is of the gross national product. He said that licence payments for the four oilfields announced amount to £175,000; gross national product for 1970 was £42,877 million but comparisons with the direct value of major Scottish industries is not possible. Future revenue will include rentals and, more significantly, royalties but estimates of royalties are not possible at this stage.

Exploration expenditure

Asked on what criteria he is able to estimate exploration expenditure of a North Sea oil field as being between £¾ million and £2 million, Mr. Ridley replied: 'The estimated cost of drilling an exploration well, at £0.5 to £2.0 million, is based on general experience and available data.'

Obligations

What obligations are laid upon the North Sea oil licensees to co-ordinate their possible plans for laying pipes over the ocean bed with the fishing industry, a Member asked. Mr. Ridley told him that under the Coast Protection Act 1949 consent is needed to lay a pipeline below high water mark; in the interests of safety and navigation the consent is usually conditional upon the pipeline being buried to such depth as to obviate interference with shipping, including fishing. In practice the licensee consults the fishing industry through the Ministry of Agriculture, Fisheries and Food.

New refineries

A Member asked Mr. Ridley how many companies are presently engaged in consulting the DTI on the siting of new oil refineries in the United Kingdom; if he will list the names of the companies involved; and if he will state the locations in which companies are interested. Mr. Ridley said that a number of companies have discussions with the Department but the details are a matter of commercial confidence. Proposals become public knowledge when planning and other necessary approvals are sought at the appropriate time.

Fuel mix for electricity generation

To a Member who asked whether he will now remove all restrictions on the freedom of the Central Electricity Generating Board to buy the most economic fuel mix for electricity generation; and whether he will now permit the Central Electricity Generating Board to buy natural gas direct from the producers, Mr. Ridley replied: 'Any proposals submitted by the CEGB will be considered on their merits within the overall framework of energy policy.'

Vinter report

The report of the Vinter Committee on nuclear power is now complete, the Minister for Aerospace, Mr. Frederick Corfield, stated. 'Its purpose was to assemble and sift the relevant information for Ministers to consider the many issues involved in conjunction with the chairmen of the generating boards and others concerned. This consideration will be pressed forward, but I cannot precisely forecast when it will be possible to reach or announce decisions.'

Private capital and BSC

Mr. Ridley was asked when he proposes to allow private capital to participate in the constructional engineering and chemical divisions of the British Steel Corporation, or in any joint company set up for that purpose. He said that the BSC has agreed to convert both Divisions into Companies Act Companies and is free to invite participation of public capital in accordance with the terms of my right hon, Friend's Statement of June 28, 1971. 'I understand that discussions to these ends are proceeding.'

Steel industry report

The report of the joint steering committee on the long-term investment plans of the steel industry is being considered and a statement will be made shortly, the Secretary of State for Trade and Industry, Mr. John Davies, told a questioner.

Unwanted land

A Member asked the Secretary of State for Trade and Industry, if he is satisfied with the extent of his statutory powers for the disposal of unused and unwanted land owned by nationalised industries, where there is an urgent need for land to be made available for low cost housing. Mr. Ridley said: 'I have no such statutory powers. Disposal of land is a matter for the management of the industries.'

Upper Clyde shipyard

To a request for a further statement on the position of the shipyards in Upper Clydeside, the Minister for Industry Sir John Eden, said: 'With regard to Govan Shipbuilders I have nothing to add to my right hon Friend's announcement on 28 February. With regard to Clydebank, officials visited Houston last week to discuss with the Marathon Manufacturing Company the details of their plans should they acquire the yard. At the end of the visit my officials issued a press statement which I will circulate in the Official Report. We now await the company's formal application for financial assistance which will be given urgent consideration.'

(The following statement was made by British Officials at the end of their discussions with Marathon Manufacturing Company in Houston, Texas: 'The discussions we have had with Mr. Wayne Harbin and his colleagues during the past three days have been very friendly and very full.

Marathon have provided us with further details of the Clydebank project which have given us a clearer understanding of their proposals. They also gave us the opportunity to see their similar operations at Vicksburg, Mississippi and Brownsville, Texas.

The talks covered a wide range of subjects on which Marathon needed further information.

Marathon have expressed their intention of putting in next week an application for financial assistance to the Department of Trade and Industry in London. Both sides agreed that our visit here has been well worth while.')

Assistance to shipbuilding

'I recognise the anxieties of shipbuilders and I have the position under review,' said Mr. Davies. He had been asked what criteria he will adopt in assessing the claims of shipyards other than on the Clyde which may seek to secure Government assistance during the current depression in shipbuilding.

Demarcation problems

The Commission on Industrial Relations in their report on the Shipbuilding and Shiprepairing Industry have made recommendations to improve the methods of resolving demarcation problems, said Mr. Davies. 'The Government has commended the report to both sides of the industry and action on the basis of the CIR recommendations seems to offer the most promising approach to these problems.' Mr. Davies had been asked whether he will recommend for the consideration of the shipbuilding industry that there should be one union for shipbuilding and that the several unions in the industry should amalgamate their interests in the interests of British shipbuilding to avoid demarcation problems between them.

Metric markets

Mr. Ridley, asked if he would list the 20 countries to which the United Kingdom exports most goods and state which of these have changed or made a decision to change to the metric system, gave the following information: Countries already using metric units: German Federal Republic, Netherlands, France, Sweden, Belgium, Italy, Switzerland, Denmark, Norway, Japan, Spain, Finland, India. Countries currently in course of changing to metric units: Irish Republic, South Africa, Australia, Canada, Nigeria, New Zealand. Country whose administration proposes to change: United States.

Duty free leather

The Secretary of State for Trade and Industry was asked if he will institute an inquiry to ascertain the effects of duty free leather from underdeveloped countries upon the British tanning industry. Mr. Ridley replied: 'If at any time the industry presents good grounds for believing that imports from developing countries under the Generalised Scheme of Preferences are causing them, or threatening to cause them, serious injury, we will examine the matter immediately.'

CoID renamed Design Council

In view of the changing balance of its activities, it has been agreed that the Council of Industrial Design should change its title to The Design Council as from April 1, 1972, Mr. Ridley reported. The Council's present plans for expansion include new design advisory and information services for engineering management, an enlarged programme of courses and conferences, an increased engineering content in its exhibitions and new publications on engineering design. As has already been announced, the Council will shortly be strengthening its senior staff by the appointment of an officer to be responsible for the expansion of its engineering activities.

Forced entry

Asked whether he will give a general direction to the Gas Boards not to permit workmen seeking to make conversions to force entry to premises through a window when they are unable to gain access by normal means, Mr.

Ridley replied: 'It is the responsibility of the Gas Boards to ensure that rights of entry are exercised in accordance with the statutory provisions and a general direction would not be appropriate.'

Development areas

'I have no statement to make on changes in assisted area boundaries,' said Sir John Eden, asked if he was in a position to reply to the recent representations which have been made to him for the inclusion of Edinburgh in the Scottish Development Area. Sir John and Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, also answered questions on Barnsley, South Ayrshire and Nottinghamshire.

Teesside

Asked what action he has taken as a result of the petition presented to him on February 23 by unemployed workers from Teesside, Mr. Davies said: 'The views expressed in the petition supported by the comments of the delegation I received, have been taken carefully into account in the Government's consideration of the issues involved.'

Coal production

Thanks to careful preparatory planning by management and the efforts of the miners since their return to work, the rate of recovery in the coal industry has greatly surpassed the Coal Board's expectations, Mr. Ridley reported. 'The recovery of full production, however, still depends on making good the damage sustained by faces and roadways during the strike and this is bound to take some weeks yet.'

'The National Coal Board estimate that the production lost during the strike and the overtime ban was about 25 million tons,' he told another questioner. 'They have provisionally estimated the value of equipment lost at £10 million. No useful estimate can yet be made of past and prospective sales losses.'

A Member asked, in relation to the major study of the coal industry, for an estimate of coal production for each of the next five years; and if a productive capacity of 140 million tons is sustainable in view of a substantial contraction in the market for coal. Mr. Ridley replied: 'The competitiveness of coal in the energy market will clearly be a major factor in the level of production in the next five years, but it will also be necessary in our review of the industry's future, to have regard to such matters as the impact on employment and the effect on the regions.'

Alternative fuels

What evidence has been received, in connection with the major study of the coal industry, in the industrial field, apart from Imperial Chemical Industries, that companies to a substantial extent dependent upon coal are changing their buying patterns and moving to alternative fuels, a Member asked. Consumption of coal by industry (excluding iron and steel) fell from 26.0 million tons in 1961 to 15.6 million tons (provisional figure) in 1971, said Mr. Ridley. 'We shall have to take into account the implications of these figures in our study of the coal industry.'

Coal and manufacturing costs

'The rise in the price of coal will increase manufacturing costs, but it is not possible for me to say to what extent this will be reflected in prices,' said Mr. Ridley. He had been asked whether he will publish in the Official Report a detailed statement giving the estimated rise in the price of steel, gas, cars and any other known item resultant upon the 7½ per cent increase in the price of coal.

Fuel prices

Taking 1962 as the base year, by what percentage have coal, gas, fuel oil and electricity increased in price prior to and excluding the recent settlement of the miners' claim; and what estimate has been made of the extent to which the coal figures would be affected on the basis that coal prices were raised by an average 12 per cent to meet in part the Wilberforce commitments, a Member asked. 'There is no simple answer to this question, the figures varying greatly according to the indicator used,' Mr. Ridley replied. 'The choice of indicator naturally depends on the purpose for which the figures are wanted.' The following table gives a broad indication of the overall trend:

	Estimated per cent changes 1962-71
Average colliery proceeds per ton of coal	+40
Average revenue per therm of gas sold	−15
Average revenue per kWh of electricity sold	+30
Published price (including tax) for for minimum bulk deliveries of heavy fuel oil, inner zone area.	+40

If the pattern of sales were unchanged the figure for coal would have risen to nearly 60 per cent if there had been a recent 12 per cent increase in prices.

Figures for various other indicators are given in the Department's *Digest of Energy Statistics 1971* (Tables 94, 96, 97 and 100).

Coal prices

Mr. Ridley was also asked for an estimate, on the basis of recouping the whole of the impact of the new miners' wage claim coupled with National Coal Board losses by raising the price of coal to all consumers, of the additional figure to be added to the sale price of a ton of coal. He said that the National Coal Board have estimated that the rise would have to be at least 20 per cent though this assumes that there would be no reduction in demand as a result of the price increase. The actual increase in the retail price of a ton of coal would depend on type and locality.

Coal imports

The countries supplying coal to the United Kingdom, and tonnages received during the past 12 months from Australia, South Africa, the United States of America and Eastern Europe, were listed by Mr. Ridley.

	Tons
Australia	1,647,913
South Africa	415
United States of America	2,291,819
Eastern Europe (all from Poland)	88,930

In addition to the above countries, coal was imported from West Germany, Irish Republic, Netherlands Canada, Belgium, France and Norway.

Energy Advisory Council

To a Member who asked if he would make a statement on the latest discussions he has had with his Energy Advisory Council on the future of the mining industry, Sir John Eden said: 'The Council has not met since 1969 and I do not propose to revive it. Discussions on energy questions are best conducted directly with the parties involved in each case.'

Mining manpower

'I understand from the National Coal Board that the number of new entrants to coal-mining in 1971 was 13,892; a further 13,569 men re-entered the industry,' Mr. Ridley told a Member. 'I understand from the NCB that the number of mineworkers who retired by reason of age in 1971 was 3,513. The NCB estimate that at the end of 1971, 26,500 mineworkers were aged between 60 and 65 years, but some of these may leave the industry for reasons other than retirement at normal retirement age.'

Coal washery lagoons

Mr. Ridley was asked if he is satisfied that the proposed National Coal Board coal washery settling lagoon at Lowca in Cumberland will be safe, that the proposed site is suitable for the purpose: what controls are exercised by his department over the construction of new coal washery, sludge and effluent lagoons by the National Coal Board: and what consultations his department has held with the National Coal Board concerning the construction of new coal washery settling lagoons. He said that lagoons used for the deposit of mine refuse on land occupied by the National Coal Board are subject to the Mines and Quarries (Tips) Act 1969 and the regulations made thereunder, which impose requirements with the object of making and keeping tips and lagoons secure. Notice has to be given to HM Inspectors in advance of the construction of a new lagoon or immediately when there is any change in the design of an active tip or in the nature or location of the type of refuse deposited which might affect its security. The requirements were arrived at in consultation with the Advisory Committee on Tip Safety who also assisted in the production of the National Coal Board's Technical Handbook on the construction and maintenance of tips (including lagoons). 'I understand that the National Coal Board are not now proceeding with the construction of a lagoon on the Harrington No.10 tip at Lowca and are seeking an alternative solution.'

TUESDAY, MARCH 14

Consumer protection

Mr. Davies was asked if, in the forthcoming legislation on consumer protection, he intended to propose a replacement of the Consumer Council. 'No, Sir' he replied. 'The object of the legislation which we have in mind is to restrain the exclusion of implied conditions in contracts for the sale of goods, which is generally recognised to be among the most urgent requirements in the field of consumer protection.'

In answer to a question on those local authorities providing a consumer protection bureau, Mr. Nicholas Ridley said that all local weights and measures authorities maintained departments to enforce the laws relating to consumer protection for which they were responsible. Local authorities may also provide consumer advice in varying degree, either direct or through their support for Citizens' Advice Bureaux.

Joint undertaking with French Atomic Energy Agency

A question on joint studies public undertakings in Great Britain undertaken with the French Atomic Energy Agency, was answered by Mr. Frederick Corfield, Minister for Aerospace. He said: 'Bilateral arrangements for exchanges of information and international co-operation through, for example, the International Atomic Energy Agency and the European Nuclear Energy Agency, have given rise over the years to a number of studies and experiments on speci-

(*continued on next page*)

POINTS FROM PARLIAMENT
continued

fic topics undertaken jointly by the French Commissariat for Atomic Energy and UK bodies concerned with nuclear matters. Current examples are:

Economics of building a large gaseous diffusion enrichment plant in Europe
Graphite coolant chemistry
Fast reactor safety

No technical advice has been given by Her Majesty's Government in any of these cases.'

Coal industry

Mr. Ridley was asked how many privately owned coal mines there were in the United Kingdom; the annual average tonnage produced from them, and the average number of employees at such mines. He said that 195 coal mines licensed by the National Coal Board were in operation; average production in 1970-71 was about 3,600 tons; the average number of employees was about 10.

Mr. Ridley continued: 'Representations about their members' financial difficulties resulting from the recent strike and the longer-term effect of the wages settlement to which they were an unrepresented party have been made by the Federation of Small Mines of Great Britain who have been asked to provide the facts of the situation. When this information is available, the position of the small mines will be considered as a matter of urgency.'

Asked to state the number of tons of coal imported in each of the last three years, the average cost per ton in each of those years, and the cost per ton of domestically produced coal in each of those years, Mr. Ridley said: 'Figures of imports are published in Volume 1 of the Annual Statement of Trade for 1969 and 1970 and in table III of the December 1971 issue of the Overseas Trade Statistics. The average cif value per ton was £9.85, £11.67, £9.42 in 1969, 1970 and 1971 respectively; these average values are not true prices as they are influenced by varying qualities of coal, transport costs to UK ports and other factors. Average colliery proceeds per ton for coal produced by the National Coal Board, not including distribution costs, were £5.12 per ton in 1969-70, £5.84 per ton in 1970-71 and are estimated at £6.70 per ton for 1971-72.'

UNCTAD III and European consultations

Lord Drumalbyn, Minister without Portfolio, was asked what consultations had been held between the United Kingdom and her future European partners on the question of UNCTAD III: and what initiatives were being taken in relation to the Third United Nations Conference on Trade and Development.

Lord Drumalbyn answered that the United Kingdom had played a full part in the consultations with future European partners and with other members of the OECD in preparation for UNCTAD III, the emphasis of which would be very much on the wide-ranging requests which the developing countries themselves had tabled for consideration.

WEDNESDAY, MARCH 15

Export credits

Mr. Noble was asked if he was satisfied that Great Britain's export potential was not being eroded by other countries infringing their international obligations concerning export credit terms; and what was the maximum credit period which British aircraft manufacturers were to offer to their overseas customers. Mr. Noble answered that the length of credit depended upon the type of aircraft concerned but did not normally exceed 10 years from delivery. The terms were the subject of an informal agreement between the major aircraft exporting countries. He was satisfied that UK manufacturers are at no disadvantage in this respect, and he was not aware of any serious infringments of these agreements which had affected UK exports.

Mr. Noble was also asked to give a direction to the British Overseas Trade Board to match credit terms, both in period and interest rates, being offered by any other countries with which United Kingdom manufacturers are in competition. He replied: 'The length of export credit terms is primarily a matter for the parties to the contract, but where ECGD give guarantees they will normally support terms which match those offered with official support by competitors in other countries. As regards interest rates, I would refer my hon Friend to my statement this afternoon (*see page* 494). Exceptionally, ECGD has powers to match an unduly low rate of interest resulting from the mixing of aid and credit.'

In answer to a suggestion that a working party should be set up specifically to study the credit terms available to exporters of capital equipment from countries with which British manufacturers of capital goods have to compete, Mr. Noble said: 'No; a great deal of information is already available. Morover, the British Overseas Trade Board Task Force will be studying the assistance afforded to exporters in competitor countries and therefore will be able to draw attention to any ways in which export credit facilities offered elsewhere may place British exporters at a serious disadvantage.'

Preservation of whales

A Member asked if the import of whale and whale products would be prohibited to assist in the preservation of the species. 'I am advised that the most effective form of conserving whale species is the control over hunting them exercised by the International Whaling Commission whose work we fully support.' Mr. Grant replied.

Development areas

Answering a Member who asked for a statement about the criteria used for designating development areas, in particular the extent to which unemployment levels were taken into account. Mr. Grant said: 'In designating development areas I am required by the legislation to decide whether special measures are necessary in those areas for encouraging the growth and proper distribution of industry; and to have regard to all the circumstances, actual and expected, including the state of employment and unemployment, population changes, migration and the objectives of regional policies.'

Pneumoconiosis

Stating that 65 per cent of all new cases of pneumoconiosis diagnosed each year were from the coal mining industry and that 773 were diagnosed during 1970, a Member asked Mr. Ridley to list the amount of research being carried out by Government establishments designed to combat this industrial disease. Mr. Ridley was also asked if the Secretary of State was aware that deaths from pneumoconiosis among coalminers were on the increase, namely 657 in 1967, 714 in 1968, 716 in 1969 and 726 in 1970; and whether he would consider apportioning more Government funds on preventive and curative research into this industrial disease. Mr. Ridley replied: 'The following is a list of Government and other establishments in Great Britain and their activities in relation to the cause, prevention and cure of coal workers' pneumoconiosis:

1 The Safety in Mines Research Establishment of the Department of Trade and Industry—dust sampling, instrumentation, fundamental research in dust control, methods of personal protection.
2 The Pneumoconiosis Research Unit of the Medical Research Council—clinical aspects of pneumoconiosis, treatment and prognosis.
3 The Institute of Occupational Medicine (an NCB-financed trust comprising the Board's former medical research establishments)—relationship between environmental dust and pneumoconiosis, causation of progressive massive fibrosis, X-ray film reading techniques, relationship between chronic bronchitis and dust exposure, relationship between emphysema and oxides of nitrogen, dust physics.
4 The Mining Research and Development Establishment of the National Coal Board—dust suppression engineering, dust physics.

'All these institutions keep in close touch with research being conducted in other countries. The Medical Research Council is the responsibility of my right hon. Friend the Secretary of State for Education and Science. I am assured, however, that no worthwhile projects are being held up for lack of funds.

'The number of deaths from pneumoconiosis in recent years does not reflect present day working conditions but those prevailing up to 60 years ago. Despite the decline in the prevalence of pneumoconiosis amongst coal workers as measured by the National Coal Board's periodic X-ray scheme over the past 15 years, research connected with the prevention of the disease has recently been increased, both by the National Coal Board, who are responsible for the bulk of the research, and the Department's Safety in Mines Research Establishment.'

THURSDAY, MARCH 16

Export of live calves

Mr. Grant was asked under what circumstances licences were issued for the export of live calves abroad. He replied that export licences were issued for calves for fattening where the exporter complied with the animal welfare regulations. Licences were restricted however to protect the expansion of home produced beef.

Mr. Grant also gave the following information in answer to a question on the countries to which calves were exported in 1971:

	Number of calves
Irish Republic	10,250
France	8,765
Belgium	5,242
Greece	2,361
Canary Islands	275
Libya	149
Netherlands	122
West Germany	116
Japan	3
South Africa	3
Denmark	2
New Zealand	2
Kenya	2

FRIDAY, MARCH 17

Scrap reclamation

Asked what he was doing to encourage the re-cycling of scrap materials, Mr. Price said it was basically for industry to exploit the commercial advantages of recycling. 'However, the Government recognises the importance which attaches to this activity and keeps it under review to determine whether more intensive recovery is practicable. There is a continuing programme of work at Warren Spring Laboratory in connection

with the recovery and recycling of scrap material', he said.

The same questioner went on to ask about research on extracting metallic content from coal spoil-heaps, the costs involved, and the extent such extraction could be an incentive to local authorities to combat pollution. Mr. Price replied: 'Appraisals of methods of extracting metallic content from coal spoil-heaps have yet to identify a process with prospects of economic viability. On the evidence available there is no significant risk of pollution from this source.'

Asked if he would take steps to stop the importation of scrap steel at £26 per ton from the United States of America, Mr. Ridley said not. The purchase of raw materials, including the arrangement of imports of ferrous scrap, was a commercial matter for the steel industry. Imports at present were negligible.

Air pollution

In answer to a Member, Mr. Price said the results of the work of the Warren Spring Laboratory on air pollution were published regularly in the scientific press and elsewhere. 'A major forthcoming report—on the National Survey of Smoke and Sulphur Dioxide—will be published in four volumes by HMSO during the latter half of this year. Volume 1, covering the general position in the country as a whole together with the detailed reports on the South-East and London, will be available in early summer. The succeeding three volumes, containing detailed reports on the remaining regions, will appear at intervals thereafter'.

Investment in Taiwan

Questioned on the size of British investments in Taiwan, Mr. Grant said precise figure was not available 'but my information is that they are very small'.

Marks of origin

Mr. Ridley was asked what had been the effect on textile production in Great Britain of the removal of the requirement that imported textiles should bear an indication of their country of origin. He said it was not possible to establish any effect.

Welsh industry

What proposals were there for encouraging the expansion of the electrical switchgear industry in South Wales? Mr. Ridley was asked. He replied: 'The Government has already taken steps to bring forward public investment, including investment by the electricity generating and supply authorities, and to stimulate exports. The switchgear industry in South Wales also qualifies for the extensive Government support available to an industry in a Development Area which wishes to expand'.

Aviation and shipping

Monday, March 13

Traffic at Heathrow

Mr. Michael Noble, Minister for Trade, was asked the level of air traffic at London Airport, Heathrow; how it compares with the 1963 level; and if he will now freeze the present level and begin a reduction to below the 1963 level in view of the fact that the Wilson Committee said that level was too high. Mr. Noble said that there were approximately 157,000 movements in 1963 and 249,000 in 1971. 'As indicated in my reply to the hon. Member for Mid-Bedfordshire on July 27 last, Heathrow will have to continue to cater for traffic growth until Maplin is operational.'

Standardising landing fees

'We continue to support the principle advanced by the ICAO that a single charge should be applied for costs of as many as possible of the airport-provided facilities and services for normal landing and take-off of aircraft,' Mr. Noble told a questioner. 'Landing charges payable by aircraft operators and which take account of both aircraft weight and the number of passengers carried are, in our view, preferable to passenger service charges levied directly on individual passengers. This view is now shared by many other States. We are ready to participate in any further studies towards achieving more standardisation of charging methods. Because costs and traffic vary greatly it is impracticable to standardise actual charges either nationally or internationally.'

Maplin night flights

What consideration has he given to the need for night flying bans similar to those imposed on Heathrow at the proposed Maplin airport, Mr. Noble was asked. He replied: 'It is too early to consider the question of imposing any restraint on night flying at Maplin.'

Hush Kits

Mr. Frederick Corfield, Minister for Aerospace, was asked whether he is aware that appliances known as Hush Kits are now available for the adaptation of existing aircraft so as to reduce aircraft noise; and what is his estimate of the reduction in noise to be achieved by their use and of the cost of adapting those parts of the United Kingdom fleet of civil aircraft which generate the most noise by means of this appliance. Mr. Corfield said: 'No devices of the type referred to, suitable for installation in aircraft of the United Kingdom Civil Fleet, are available at present and I am not therefore in a position to give estimates of cost or effective noise reduction. Development work is in hand in the USA and I am urgently considering a programme of work in this field with British industry.'

Retrofit

In view of the growing pressure within the USA for the early introduction of retrofit, what steps are Her Majesty's Government proposing to encourage retrofit in the United Kingdom, a Member asked. Mr. Corfield replied that so far as British engines are concerned, the government is urgently considering a programme of work aimed at the possible development of commercial retrofit equipment. The government keeps closely in touch with the development of international requirements for retrofit through the UK membership of the ICAO Committee on Aircraft Noise.

TUESDAY, MARCH 14

Air travel times

An estimate was requested of the travel times, from city centre to city centre, via London, Heathrow Airport, and via the Channel Tunnel and advanced passenger train, from London to Brussels, Luxembourg, Amsterdam, Marseilles, Hamburg and Hanover. Mr. Grant said that average journey times to the centre of these cities via Heathrow Airport and direct air link were:

	hours
Brussels	3½
Luxembourg	3¼
Amsterdam	3½
Marseilles	4¼
Hamburg	3¾
Hanover	3¾

At present no worthwhile estimates could be made for the equivalent journey time using high speed trains and a Channel Tunnel.

WEDNESDAY, MARCH 15

Support ship 'Miranda'

Answering questions about arrangements following the withdrawal of the support ship *Miranda*, Mr. Grant said that arrangements had been made with J. Mar and Sons for one of their trawlers to carry out a twice daily roll call on behalf of H.M. Coastguard. The trawler would also broadcast twice daily forecasts for the waters off Iceland supplied by the Meteorological Office at Bracknell and any special gale warnings.

In reply to further questions, Mr. Grant said that the replacement of the fractured crankshaft of the trawler support ship *Miranda* was being undertaken as rapidly as possible but the vessel would not be ready to return to Iceland this season. Meanwhile, arrangements had been made for the daily round up and weather forecasts to be provided. He was discussing with the Secretary of State for Defence and the Minister of Agriculture, Fisheries and Food whether on balance it would be to the advantage of the fishing industry to switch any of the naval resources available for fishery protection in other waters so as to provide some medical and technical assistance to the trawlers off Iceland.

THURSDAY, MARCH 16

Space research

A Member who asked Mr. Corfield what research was being done into high resolution photography from satellites, was told:

'My Department is not directly engaged in any research into high resolution photography from satellites, though it is supporting the experimental use of Skylark sounding rockets for high altitude photography as a method of surveying earth resources. In addition, some British research groups sponsored by my Department are to carry out experimental programmes in analysis of data received from NASA's Earth Resources Technology Satellite (ERTS) and Skylab.'

Mr. Corfield was also asked what study he had made of the study under the direction of Professor Oscar Morgernstern, of the economics of a post-Apollo Shuttle, and answered that the examination of this study was made by economists in the DTI. The study was, however, based on cost estimates of earlier versions of the space shuttle and to that extent was now out of date.

Further questions concerned Shuttle and Tug in geosynchronous orbits. Mr. Corfield said: 'My Department has contributed to the cost of preliminary feasibility studies of the tug which have been carried out by the European Space Conference. British industry has also collaborated, with Government financial assistance, with US firms in work on feasibility studies of shuttle systems. The studies have not been specifically directed towards geo-synchronous orbital requirements.'

He also said that estimates of Space Shuttle in terms of cost reduction and improvement made by United States authorities had been examined by the DTI. In addition a contract had been placed with UK industry covering cost benefit studies of the space shuttle.

In reply to an inquiry about discussions with the European Space Research Organisation and the European Launcher Development Organisation on the Post Apollo programme; Mr. Corfield said 'We are discussing with our partners in the European Space Conference the possibility of participation in the post-Apollo programme. The European Space Research Organisation and the European Launcher Development Organisation have been carrying out studies on behalf of the Conference with a view to facilitating a decision later this year'.

STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	Dec. 2, 1971
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6M)	Oct. 21, 1971
Balance of payments:	
Civil aviation (A)	Mar. 16, 1972
Trends in invisible transactions (Q)	This week
UK balance of payments (Q)	This week
Bankruptcy orders (Q)	Mar. 9, 1972
Business names registered (A)	Feb. 10, 1972
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	Mar 16, 1972
Catering trades turnover (M)	Mar. 16, 1972
Chemicals industry (Q)	This week
Clothing: made-up clothing: orders and deliveries (M)	This week
Companies:	
Acquisitions and mergers (Q)	Nov. 18, 1971
New companies registered:	
Gt. Britain (M)	Mar. 16, 1972
N. Ireland (M)	Mar. 9, 1972
Computers:	
UK computer market (Q)	Jan, 20, 1972
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	Mar. 9, 1972
Instalment trade credit (A)	April 14, 1971
ECGD business (Q)	Dec. 16, 1971
Electronics capital equipment deliveries, research and development (Q)	Feb. 10, 1972
Engineering and electrical goods:	
Deliveries and orders (M)	Jan. 27, 1972
Film industry:	
British Film Fund Agency returns (M)	Mar. 16, 1972
Cinema admissions and takings (M)	Feb. 10, 1972
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 3, 1972
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6M)	July 15, 1971
Household consumption (Q)	This week
Footwear industry production, orders and deliveries (M)	Feb. 3, 1972
Foreign trade:	
EFTA trade (Q)	This week
Industrial countries trade and production (Q)	Feb. 24, 1972
World exports of manufactures (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 14, 1971
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	Mar. 16, 1972
Hairdressing trades turnover (M)	Feb. 17, 1972
Hire purchase business (M)	Mar. 9, 1972
Industrial building approved (Q)	Jan. 27, 1972
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	Mar. 9, 1972
Wales index (Q)	Dec. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	Jan. 13, 1972
Investment and earnings overseas (A)	This week
Laundries and dry cleaners turnover (M)	Feb. 17, 1972
Machine tools deliveries and orders (Q)	This week
Man-made fibres:	
Analysis of production (Q)	Mar. 16, 1972
Deliveries (Q)	Mar. 16, 1972
Production (M)	This week
Volume of production (M)	Mar. 16, 1972
Motor industry:	
Car and commercial vehicle production (M)	Mar. 9, 1972
Motor trades turnover (M)	This week
Office development permits (Q)	Dec. 9, 1971
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	Mar. 2, 1972
Retail trades:	
Index nos. (M)	Mar. 9, 1972
N. Ireland index (M)	This week
Royalty transactions (A)	Mar. 31, 1971
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Mar. 2, 1972
Steel consumption (Q)	This week
Stocks:	
Distributive and service trades (A)	Dec. 23, 1971
Industry's stocks (Q)	Mar. 16, 1972
Retail (M)	Feb. 17, 1972
Television:	
Overseas payments and earnings(A)	Aug. 5, 1971
Textiles:	
Activity in the textiles industry (Q)	Nov. 11, 1971
Cotton production (M)	This week
Hosiery production (M)	This week
Textile orders and deliveries (M)	This week
Wholesale houses sales (M)	This week
Wool exports (Q)	This week
Wool output (M)	This week
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	This week
UK official reserves (M)	Mar. 9, 1972
Wholesale prices:	
Average prices of selected commodities (A)	Mar. 9, 1972
Index nos. (M)	This week

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	Jan. 6, 1972
Business Monitor titles	Dec. 23, 1971
Customs notices of interest to exporters	Feb. 3, 1972
Guide to DTI	Feb. 10, 1972
DTI addresses (regional offices)	Feb. 10, 1972
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	Feb. 10, 1972
Index Jan.-Mar. 1971	May 26, 1971
Official Receivers' offices	May 20, 1970
Programme of trade promotions	Jan. 20, 1972
Release dates of economic statistics	Jan. 27, 1972

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,973		21,763	20,127	20,127	11,372	4,912	1,070	994	944	1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	136	135	112	103.6	139	131	144	145	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	132	132	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	119	136	260	214	42	13
1971	122	124.9	172 p	171 p	119 p	104.8	141 p	140 p	161 p	122 p	143 p	80 p	–104 p	–6 p	36 p
1969 4th qtr	120	123.3	147	147	114	102.9	139	145	153	127	133	91	74	2	—
1970 1st qtr	117	123.8	149	148	114	103.3	135	145	146	114	133	–25	42	1	–41
2nd qtr	121	123.5	155	153	116	104.2	143	153	163	119	137	103	55	12	14
3rd qtr	120	124.3	159	158	117	104.6	140	154	156	121	134	104	44	7	—
4th qtr	122	124.6	163	160	117	104.7	143	157	165	120	139	83	72	23	15
1971 1st qtr	118	124.3	164	161	115	102.1	138	146	148	114	146	82	41	2	–44
2nd qtr	121	125.2	170	170	119	104.4	142	139	164	122	141	–59	–114	12	38
3rd qtr	123	125 6	175	175	120	105.5	142	144	165	122	141	–35	–59	–12	6
4th qtr	124 p	124.3	179 p	179 p	121 p	107.4	142 p	131 p	167 p	130 p	142 p	92 p	36 p	–7 p	36 p
Jul		125 3				105.1									
Aug		125.3				106.2									
Sep		126.3				105.3									
Oct		124.7				108.4									
Nov		124.4				106.8									
Dec		123.9				107.1									
1972 Jan		124.4				107.0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices index		Wholesale price index: all manufacturing industry§§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Exports(¶)	Imports(‖)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,282	1963 4,362	Series in £ million
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	121	120	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	120	130	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	146	159	–291
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	443
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	184	181	611
1971	114 p	153.4	*9.4*	132.4	137.7	245.5	744	129		207	197	952
1969 4th qtr	117	133.7	*5.1*	124.1	121.7	201.6	551	197	24,249	172	169	169
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	557	194	24,275	181	171	218
2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	188	24,138	183	183	114
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	583	185	24,072	175	178	75
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	586	176	24,054	199	190	204
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	642	150	23,824	186	189	88
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	713	128	23,782	214	199	278
3rd qtr	117	155.3	*10.1*	133.9	139.2	248.6	782	119		217	197	346
4th qtr	114 p	157.3	*9.2*	132.9	140.0	253.6	836	118		213	202	240
Jul	117	155.2	*10.1*	135.3	139.0	247.1	766	119		213	195	
Aug	117	155.3	*10.3*	133.8	139.3	248.6	781	122		215	192	
Sep	117	155.5	*9.9*	132.5	139.5	250.0	799	115		223	203	
Oct	117 p	156.4	*9.4*	132 3	139.8	250.7	813	118		216	202	
Nov	114 p	157.3	*9.2*	132.8	139.9	252.6	840	120		200	197	
Dec	114 p	158.1	*9.0*	133.6	140.3	257.5	855	116		222	208	
1972 Jan		159.0	*8.2*	134.8 p	141.3 p	259.5 p	872	119		208 p	204 p	
Feb				134.0 p	142.0 p		872 p	126		211 p	216 p	

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries.

United Kingdom trade in February

Summary

General Assessment. In February, there was a deficit on visible trade of £32 million, seasonally adjusted: both exports and imports increased compared with their January levels with the increase in imports exceeding that in exports.

Taking the three months December 1971 to February 1972 as a whole, visible trade was virtually in balance. In the same period, net invisible earnings are estimated to have been running in surplus at rather over £50 million a month and, in consequence, the current account has continued in substantial surplus.

Exports. The value of exports in February was £752 million, seasonally adjusted on a balance of payments basis. This represents a recovery from the low January figure of £742 million. For the three months December 1971 to February 1972, total exports have remained at much the same level as in the previous three months, but the average for both periods was affected by the distortions caused by the US dock strike.

Imports. At £784 million, seasonally adjusted on a balance of payments basis, imports in February were markedly higher than in January. Over the three months December 1971 to February 1972 imports averaged £761 million a month, 4 per cent higher than in the preceding three months. Increases in the imports of finished manufactures and food, beverages and tobacco were the main areas of expansion.

Note: In arriving at the export total of £752 million for February, the net allowa nce for factors affecting recording has been provisionally assessed as nil and in conseque nce no adjustment has been necessary. (See Note 1 (e).)

TABLE 1. VISIBLE TRADE ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted values — £ million per month

		Exports (fob) ††	Imports (fob) ‡‡	Visible balance
1970		657	656	+ 1
1971		740	715 r	+25 r
1970	1st quarter	644	623	+21
	2nd quarter	653	666	−13
	3rd quarter	623	648	−25
	4th quarter	709	690	+19
1971	1st quarter	665	687	−22
	2nd quarter	762	724	+38
	3rd quarter	774	715	+59
	4th quarter	760	735 r	+25
	September	796	737	+59
	October	772 r	734 r	+38
	November	714	716 r	− 2 r
	December	794 r	757 r	+37 r
1972	January p	742	741 r	+ 1 r
	February p	752	784	−32
1971	Sept.-Nov.	761	729	+32
	Dec.-Feb. 1972 p	762	761	+ 1

†† Includes balance of payments adjustments and allowance for factors affecting recording (see Table 2).
‡‡ Includes payments for US military aircraft and other balance of payments adjustments (see Table 3).
p Provisional estimates.
r Revised estimates.

TABLE 1A. Three-monthly averages ‖

		Exports (fob) ††	Imports (fob) ‡‡	Visible balance
1971	March	665	687	−22
	April	712	721	− 9
	May	753	728	+25
	June	762	724	+38
	July	759	716	+43
	August	769	716	+53
	September	774	715	+59
	October	778	723	+55
	November	761	729	+32
	December	760	735	+25
1972	January	750	739	+11
	February	762	761	+ 1

‖ Average of month shown and two preceding months (see Note 1(d)).

TABLE 2. EXPORTS

Seasonally adjusted values ¶ — £ million per month

		Overseas trade statistics basis (fob) §§	Coverage adjustments	Net allowance for factors affecting recording †	Balance of payments basis (fob)
1970		672	−28	+13	657
1971		765	−33	+ 9	740
1970	1st quarter	657	−26	+13	644
	2nd quarter	668	−29	+13	653
	3rd quarter	636	−26	+13	623
	4th quarter	725	−31	+15	709
1971	1st quarter	680	−29	+14	665
	2nd quarter	780	−34	+15	762
	3rd quarter	798	−34	+10	774
	4th quarter	801	−35	− 5	760
	September	834	−38	—	796
	October	810	−38 r	—	772 r
	November	759	−35	−10	714
	December	832	−33 r	− 5	794 r
1972	January p	777 r	−34	—	742
	February p	790	−38	—	752
1971	Sept.-Nov.	801	−37	− 3	761
	Dec.-Feb. 1972 p	799	−35	− 2	762

¶ Components and totals are rounded independently.
§§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process.
† See Note 1(e).
p Provisional estimates.

TABLE 3. IMPORTS

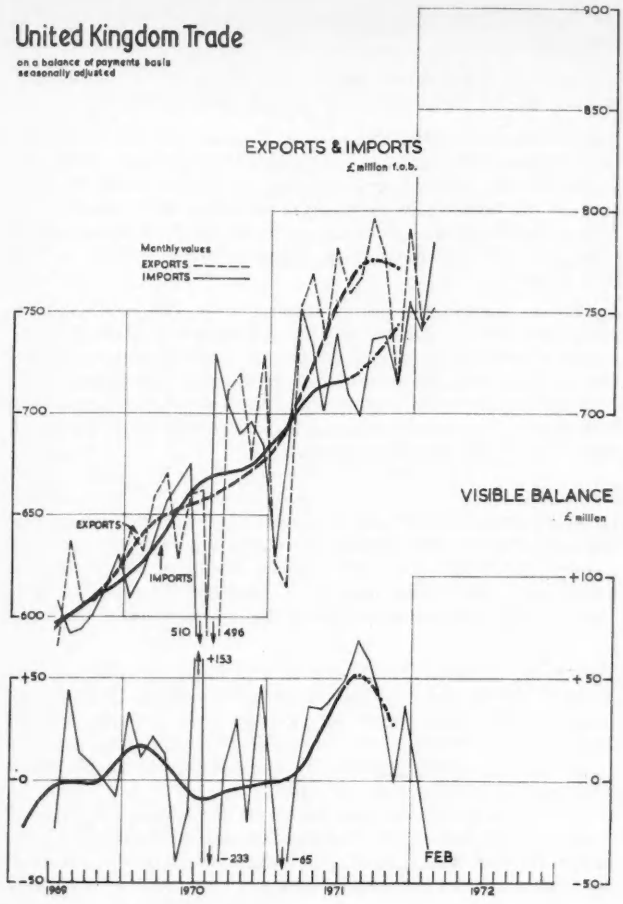
Seasonally adjusted values ¶ — £ million per month

		Overseas trade statistics basis (cif) §§	Adjustments to balance of payments basis: US military aircraft — Arrivals	US military aircraft — Payments	Freight insurance and other valuation adjustments	Coverage adjustments	Balance of payments basis (fob)
1970		753	− 2	+ 1	−77	−19	656
1971		819 r	− 1	+ 0	−86	−18	715 r
1970	1st quarter	715	− 2	+ 0	−71	−19	623
	2nd quarter	762	− 3	+ 0	−76	−16	666
	3rd quarter	740	− 1	+ 2	−78	−16	648
	4th quarter	796	− 2	+ 1	−83	−23	690
1971	1st quarter	794	− 1	+ 2	−87	−20	687
	2nd quarter	822	− 1	—	−87	−10	724
	3rd quarter	817	− 1	—	−84	−18	715
	4th quarter	845	− 0	—	−85	−25 r	735
	September	844	− 1	—	−84	−21	737
	October	846	− 0	—	−83 r	−28 r	734 r
	November	829	—	—	−80 r	−32 r	716 r
	December	862	—	—	−92 r	−13 r	757 r
1972	January	844 r	− 1	—	−84	−18	741 r
	February p	888	—	—	−84	−20	784
1971	Sept.-Nov.	840	− 1	—	−83	−21	729
	Dec.-Feb. 1972 p	864	—	—	−86	−17	761

¶ Components and totals are rounded independently.
§§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process.
p Provisional estimates.
r Revised estimates.

Information on 'T & I' material

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London, SW1 (Tel. 01-222 7877 ext 3038). The library compiles the quarterly index to *Trade and Industry*.



Exports

General Comment. The value of exports in February of £752 million, seasonally adjusted was 2 per cent lower than the monthly average of £767 million in the second half of last year. In the three months December 1971 to February 1972, total exports were much the same as in the preceding three months. However the average for both periods was affected by the distortions caused by the US dock strike.

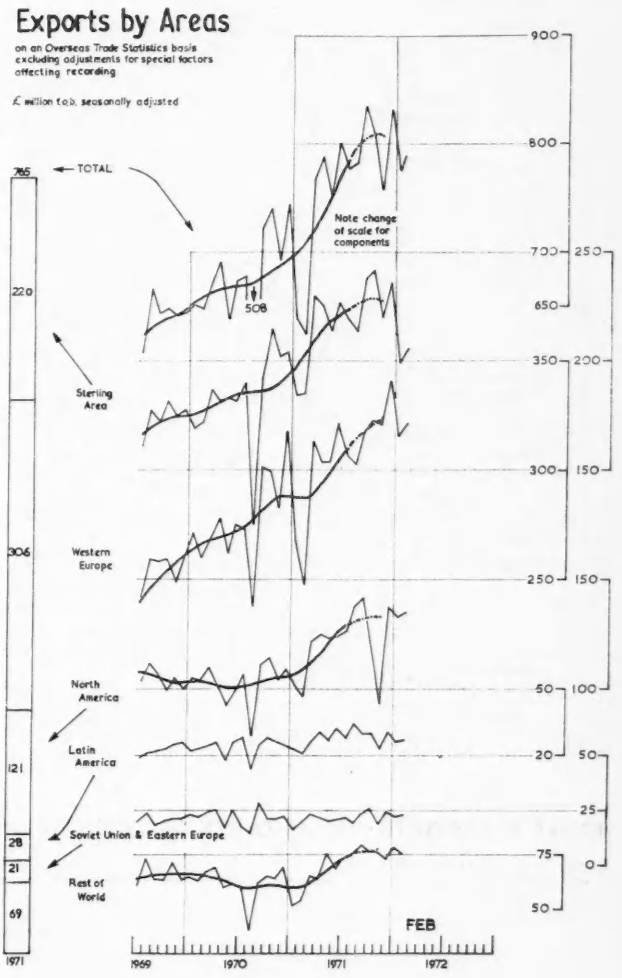


TABLE 4. Recorded values
Overseas trade statistics basis

£ million per month

		Exports fob ‡	Imports cif	
			Total	Excluding US military aircraft, etc.
1970	1st quarter	649.5	715.4	713.5
	2nd quarter	688.0	785.0	781.8
	3rd quarter	608.5	719.3	718.8
	4th quarter	741.0	792.5	790.4
1971	1st quarter	673.4	811.3	809.9
	2nd quarter	794.9	829.3	828.4
	3rd quarter	767.4	790.0	789.3
	4th quarter	822.9	847.3	847.2
	December	854.9	867.8	867.8
1972	January	752.8 r	851.4 r	850.8 r
	February p	778.3	879.7	879.7

‡ No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.
r Revised estimates.

TABLE 5. EXPORTS: AREAS§
Overseas trade statistics basis

Seasonally adjusted values** — £ million fob per month

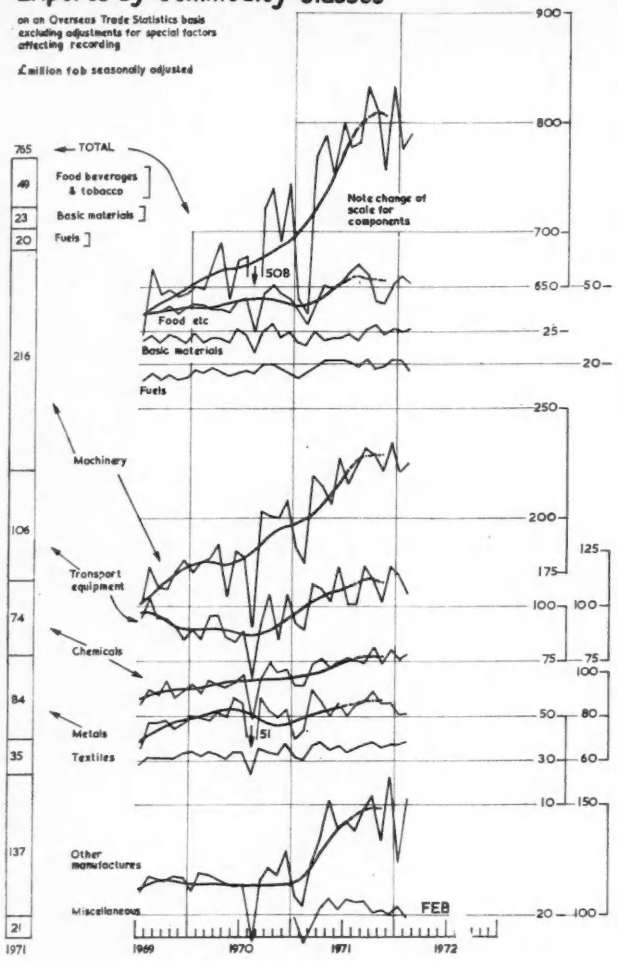
		Total	Sterling area ***	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of world ***
				Total	EEC	EFTA				
1971		765	220	306	162	116	121	28	21	69
1971	1st quarter	680	200	276	145	109	107	23	20	55
	2nd quarter	780	222	310	166	118	124	30	20	72
	3rd quarter	798	224	309	164	114	135	31	21	75
	4th quarter	801	232	328	174	124	119	28	23	75
	December	832	236	341	180	126	137	30	24	73
1972	January	777	199	316	168	117	133	26	22	78
	February p	790	205	322	174	122	135	27	23	75
1971	Sept.-Nov.	801	233	320	169	121	121	28	22	77
	Dec.-Feb. 1972 p	799	214	326	174	122	134	28	23	75

§ See Note 1(b).
** No adjustment has been made in this table for special factors affecting the recording of exports.
*** See Note 1(f).
p Provisional estimates.

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Department of Trade and Industry Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London, EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, ext. 368 or Telex No. 886143).

Exports by Commodity Classes



UK TRADE IN FEBRUARY

continued

The miners' strike and the consequential power cuts do not appear to have had any effect on the February export figure.

Market Pattern§. In the three months December 1971 to February 1972, exports to Western Europe increased by 2 per cent, deliveries to the EEC being some 3 per cent higher. Exports to North America were 11 per cent higher than in the preceding three months, reflecting the distortion in trade caused by the US dock strike and its subsequent recovery. In contrast, shipments to the sterling area fell by 8 per cent.

Commodity Pattern§ In the three monthly periods September to November 1971 and December 1971 to February 1972 the value of exports of manufactures have remained at much the same level. The only commodity group to show any appreciable change was food, beverages and tobacco, exports of which were 11 per cent higher between the two periods reflecting the recovery in the deliveries of whisky to North American markets.

Imports

General comment. In February, imports were £784 million seasonally adjusted, some £43 million higher than in January. In the three months ended February 1972, imports averaged £761 million a month, 4 per cent higher than the average for the previous three months, indicating a continuation in the upward trend in the value of imports.

Commodity pattern§. The major factors in the increase in total imports between the three months ended November 1971 and the latest three monthly period were a recovery in imports of food, beverages and tobacco, 12 per cent higher (£20 million at a monthly rate) and the continuing increase in imports of finished manufactures, 6 per cent (£13 million a month) higher.

Most of the increase in food, beverages and tobacco imports was due to a sharp recovery in imports of tobacco following the ending of the US dock strike. Among finished manufactures, imports of road motor vehicles increased by one quarter between the two periods.

Sources of imports§. Between the last two periods of three months imports from Western Europe have continued to rise sharply; the

§ See Note 1(b).

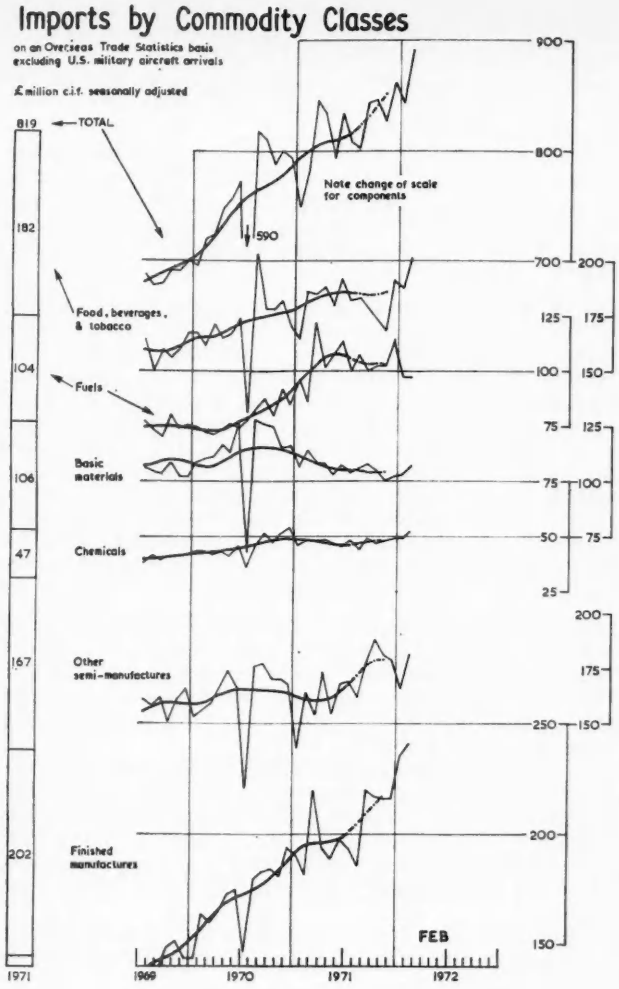
TABLE 6. EXPORTS: COMMODITY CLASSES § Overseas trade statistics basis

Seasonally adjusted values** — £ million fob per month

					Manufactures									
						Machinery and transport equipment								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1971	765	49	23	20	652	322	216	82	24	74	84	35	137	21
1971 1st quarter	680	42	21	16	585	291	196	76	21	67	78	33	113	14
2nd quarter	780	51	22	22	664	329	216	85	24	74	84	37	141	24
3rd quarter	798	58	24	21	668	332	224	82	25	75	84	35	142	26
4th quarter	801	46	26	20	690	336	228	87	24	78	88	37	150	21
December	832	51	26	22	713	354	234	95	24	80	86	37	162	20
1972 January	777	55	25	22	653	332	221	80	32	76	81	37	124	23
February p	790	52	26	17	682	331	225	75	31	78	81	38	152	19
1971 Sept.-Nov.	801	48	26	20	685	336	228	84	26	76	88	37	145	23
Dec.-Feb. 1972 p	799	53	26	20	683	339	227	83	29	78	83	37	146	21

§ See Note 1(b).
** No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.

For all your EXPORT multi lingual printing needs · 24hr Service · in the City of London
CONSULT:
Bishopsgate Press Limited (*STRAKER BROTHERS LIMITED*)
21 New Street, London, EC2M 4UN · Telephone: 01-283 1711



total increase was 4 per cent with imports from the EEC and EFTA rising by 3 per cent and 6 per cent respectively. In the same period imports from North America, recovering from the effects of the US dock strike, increased by 13 per cent: an increase of 24 per cent in imports from the United States was partly offset by a fall of 9 per cent in arrivals from Canada. There was little change in imports from other main sources.

Notes

1(a) Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly Overseas Trade Statistics. These adjustments are summarised in Tables 2 and 3 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual 'Pink Book', *United Kingdom Balance of Payments 1971* (Table 7 and pp. 63-67) and in an article in the issue of *Trade and Industry* dated November 4, 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

1(b) The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analysis of trade. The values of total trade and the main components of exports and imports in Tables 5 to 8 are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Tables 2 and 3.

TABLE 7. IMPORTS: COMMODITY CLASSES § Overseas trade statistics basis

Seasonally adjusted values — £ million cif per month

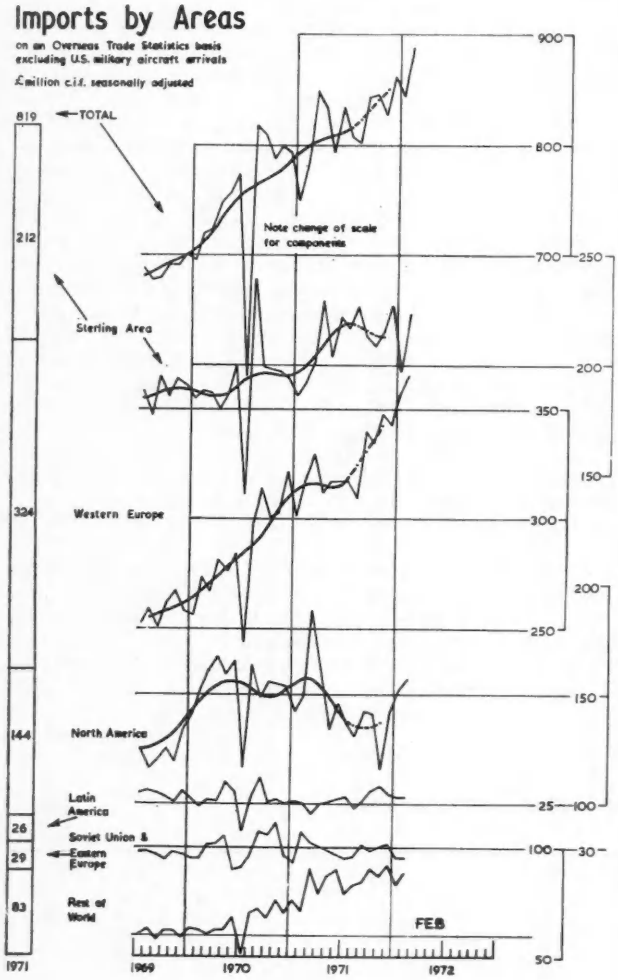
	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	Miscellaneous
1971	819	819	182	104	321	106	47	167	203	202	10
1971 1st quarter	794	792	182	101	309	109	48	152	199	198	7
2nd quarter	822	821	187	107	319	106	47	165	195	194	11
3rd quarter	817	817	181	102	322	106	47	169	201	200	10
4th quarter	845	845	177	106	334	103	48	183	216	216	14
December	862	862	191	114	331	102	49	179	216	216	14
1972 January	844	843	188	97	318	103	49	166	235	235	11
February p	888	888	201	97	339	107	52	181	240	240	7
1971 Sept.-Nov.	840	839	173	101	335	105	48	182	218	217	12
Dec.-Feb. 1972 p	864	864	193	103	329	104	50	175	230	230	11

§ See Note 1(b).
p Provisional estimates.

inlingua Translating Service
Translations covering all subjects to and from all languages
199 Victoria Street
London SW1E 5NE
Telephone 01-834 6732 01-828 1061 ext 4

UK TRADE IN FEBRUARY
continued

Whereas comment on total trade relates to total exports and imports on a balance of payments basis, analyses of the area and commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 5 to 8. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.



1(c) Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.

1(d) Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A. Although they are still sensitive to irregular movements in the monthly figures and to special influences, they are markedly less variable than the monthly figures. Apart from occasions when major disturbances distort the flow of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1(e) Recording of exports. The new scheme for the documentation of exports to ensure their full recording applied to goods shipped from October 25, 1971 (see *Trade and Industry* of August 19, 1971). It has been provisionally assumed that recording under this scheme in February 1972 was virtually complete, and that no addition for under-recording is needed.

Information on the receipt of documents indicates that the speeding up in the submission of documents, which began in September and carried on until December, did not continue further in either January or February: in both months the earlier submission of returns was maintained at the improved level it had reached in December. No adjustment is therefore necessary in February for this aspect.

Adjustments to the figures for earlier months for factors affecting recording are shown in Table 2 and explained in the notes given in previous articles.

1(f) Libya and the sterling area. All figures relating to Libya are included with the 'Rest of the World' series (and excluded from he sterling area) in tables 5 and 8.

2. Detailed particulars of United Kingdom imports and exports will be published on March 27† and further analysis of the figures will be found in Tables 124 to 143 in the Monthly Digest for April‡, due to be published in the second week of May.

† Overseas Trade Statistics of the United Kingdom, February 1972, published by HMSO, price £1.85 (annual subscription £25.05).

‡ Monthly Digest of Statistics, published by HMSO, price 60p (annual subscription £7.75).

TABLE 8. IMPORTS: AREAS § Overseas trade statistics basis

Seasonally adjusted values — £ million cif per month

	Total	Total excluding US military aircraft, etc.	Sterling area ***	Western Europe	North America: Total	North America: Excluding US military aircraft, etc.	Latin America	Soviet Union and Eastern Europe	Rest of world ***
1971	819	819	212	324	145	144	26	29	83
1971 1st quarter	794	792	193	315	161	160	24	31	76
2nd quarter	822	821	219	316	147	146	26	29	85
3rd quarter	817	817	219	322	137	136	26	27	82
4th quarter	845	845	217	342	133	133	31	30	91
December	862	862	227	343	142	142	29	31	92
1972 January	844	843	197	357	152	152	28	25	83
February p	888	888	223	365	157	157	28	25	88
1971 Sept.-Nov.	840	839	212	341	133	133	30	30	88
Dec.-Feb. 1972 p	864	864	216	355	150	150	28	27	87

§ See Note 1(b).
*** See Note 1(f).
p Provisional estimates.

United Kingdom balance of payments in the fourth quarter and year 1971

The following is a summary of an article prepared by the Central Statistical Office on the United Kingdom balance of payments. A more detailed discussion of recent trends in the United Kingdom balance of payments will be published in *Economic Trends* later this month.

Current balance

THE current account is estimated to have been in surplus by nearly £250 million (seasonally adjusted) in the fourth quarter. This brought the total surplus for the year to a record figure of about £950 million, an improvement of nearly £350 million on 1970.

The surplus on *visible trade*, at about £75 million, seasonally adjusted, was about £100 million lower in the fourth quarter than in the third, the outcome being adversely affected by the US East Coast dock strike. The value of exports fell slightly from the inflated level in the third quarter, while imports, which were less affected by the disruption of trade with North America, increased. In 1971 as a whole the visible balance was in surplus by nearly £300 million, after a year of near balance in 1970.

The surplus on *invisibles* in the fourth quarter, nearly £170 million, seasonally adjusted, was about the same as that in the third. An improvement on the shipping account and some reduction in government payments were offset by a reduction in net receipts of interest, profits and dividends, which fluctuate from quarter to quarter. Nevertheless, in the second half of the year the surplus on invisibles was higher than in the first half, and the surplus in 1971 of about £650 million was an improvement of about £50 million compared with 1970. This was mainly due to a reduction in the deficit on shipping and increased net earnings on other services, mainly insurance. These more than offset increased government payments and reduced net earnings from travel as the growth in the number of overseas visitors to the United Kingdom slowed down markedly.

Investment and other capital flows

The identified net inflow in the fourth quarter was very large, at approaching £450 million (not seasonally adjusted), about the same as in the third quarter. Movements of funds into the United Kingdom because of uncertainties about exchange rates were heavy before the currency realignment on December 18, although there was some subsequent outflow. The most notable outflows were in official long-term capital and export credit. The former reflected the scheduled repayments of long-term North American loans and the latter is usually high in the fourth quarter.

Over 1971 as a whole identified net investment and other capital inflows totalled about £1,850 million, some £1,300 million more than in 1970. The increase between the two years largely reflected the exceptional rise in sterling liabilities associated primarily with the currency uncertainties. Overseas investments in the United Kingdom public sector produced an inflow of nearly £200 million after near balance in 1970. This was because of borrowing abroad by public corporations and increased investment in British government stocks. Also, inward private investment in 1971 exceeded outward flows by about £200 million after a year of approximate balance in 1970. Offsetting these larger inflows, official long term capital outflows were about £70 million greater because of an increase in the United Kingdom subscription to the International Development Association and a repayment under the German offset agreement.

Total currency flow and official financing

The total currency inflow in the fourth quarter was £953 million Current account transactions contributed some £250 million and identified investment and other capital flows nearly £450 million. But the increase of nearly £300 million over the preceding quarter was due to unidentified flows (probably capital) reflected in the positive balancing item of about £260 million. £323 million of the currency inflow was placed with overseas monetary authorities through further swaps and £630 million in the reserves.

The total currency inflow in the year 1971 was £3,228 million, approaching £2,000 million more than in 1970. In addition £125 million of special drawing rights was taken into the reserves. Liabilities to the IMF were reduced over the year by repayments of £554 million and all the other short-term and medium-term official borrowing outstanding at end December 1970 (£399 million) was repaid. In addition, £864 million was swapped forward by transactions with overseas monetary authorities, leaving £1,536 million to be placed in the reserves.

SUMMARY BALANCE OF PAYMENTS

£ million

	1969	1970	1971	1970				1971			
				1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
A. *Current account*				Seasonally adjusted							
Visible trade	−141	+ 7	+ 297	+ 65	− 41	− 74	+ 57	− 66	+113	+176	+ 74
Invisibles	+584	+ 604	+ 655	+ 153	+155	+149	+147	+ 154	+165	+170	+166
Current balance	+443	+ 611	+ 952	+ 218	+114	+ 75	+204	+ 88	+278	+346	+240
B. *Currency flow and official financing*				Not seasonally adjusted							
Current balance	+443	+ 611	+ 952	+ 210	+150	+ 52	+199	+ 41	+340	+322	+249
Investment and other capital flows	− 97	+ 562	+1,847	+ 480	+157	−143	+ 68	+ 638	+313	+453	+443
Balancing item	+397	+ 114	+ 429	+ 225	− 80	−111	+ 80	+ 294	− 19	−107	+261
Total Currency flow	+743	+1,287	+3,228	+ 915	+227	−202	+347	+ 973	+634	+668	+953
Allocation of special drawing rights (+)	—	+ 171	+ 125	+ 171	—	—	—	+ 125	—	—	—
Gold subscription to IMF (−)	—	− 38	—	—	—	—	− 38	—	—	—	—
Total of above	+743	+1,420	+3,353	+1,086	+227	−202	+309	+1,098	+634	+668	+953
Financed as follows:											
Net transactions with overseas monetary authorities	−699	−1,295	−1,817	−1,010	−193	+150	−242	− 894	−508	− 92	−323
Official reserves (drawings on, + : additions to, −) (1)	− 44	− 125	−1,536	− 76	− 34	+ 52	− 67	− 204	−126	−576	−630

(1) From August 23, 1971, valued in sterling at the rates at which transactions occurred (see Technical Note in December 1971 issue of *Economic Trends*).

EXPORTERS OWN EXPORT INTELLIGENCE? A FACT WITH

Export Procedure & Documentation—40p post paid

Shaw's Exporters' Guide & Shipping Department Bulletin, monthly—£5.25 p.a. by subscription only

Export Certified Invoices (C.V.O.'s) by return of post according to your needs

Write or phone the Specialists:

A. C. SHAW (Export) SALES CO LTD. 127 Cheapside, London EC2V 6DH

Tel. 01-606 9417/8, 8567 for further details, price list, etc.

Trends in invisible transactions

THE net surplus on invisibles amounted to just over £650 million in 1971, 8 per cent more than in 1970. The improvement was the net result of a number of varying movements—large increases in net earnings from other services and a smaller deficit on transport being offset by greater expenditure abroad by the government and lower net earnings on travel.

The net figure has not fluctuated very widely during the last two years, and in the fourth quarter of 1971 it was not significantly different from the previous quarter's level. An improvement in the shipping account and some reduction in government payments in the fourth quarter were broadly offset by a reduction in net receipts of interest, profits and dividends, which do tend to fluctuate from quarter to quarter.

The rise in government expenditure overseas in 1971 as a whole was partly in respect of military services, which reflected increases in Forces' pay, and partly because of increased economic grants to developing countries.

The net deficit on the shipping account lessened during 1971. This improvement was mainly due to increased earnings from freight on exports and cross-trades due to the higher rates charged by the liner conferences on dry cargo. For oil tankers, although voyage-charter rates fell sharply during the year, the overall deficit was little reduced because of the effect of continuing payments for vessels time-chartered at the high rates ruling in 1970. There was however a marked reduction in shipping debits towards the end of the year.

Civil aviation showed a net credit of £40 million, about £10 million more than in 1970. Both credits and debits reflected the increased demand in the market compared with 1970 but credits also benefited from the greater volume of traffic BOAC was able to carry in 1971 with the bringing into service of its jumbo jets.

Travel credits increased less than debits in 1971 and the surplus on the travel account fell. Credits increased in 1971 largely because average expenditure by overseas visitors rose; there was little further increase in the number of visitors compared with the large increases of recent years. The increase in debits stemmed from both a continued rise in the numbers of United Kingdom residents travelling abroad, for both holidays and business purposes, and in their average expenditure overseas. The underlying trend of both credits and debits was still upward in the fourth quarter, reflecting the continuing growth of off-season holiday travel.

Other services, which include financial and allied services, continued to show a very substantial surplus which in 1971 was about £40 million more than that in 1970. This increase, whilst seen over most of the account, especially reflected the continued growth of insurance earnings, in particular of Lloyds'. There were increases also in marketing commissions received on our imports, and expenditure by the United States forces stationed in the United Kingdom. The largest offsetting item was a considerable decrease in brokerage earnings, due to the combination of a lessened volume of activity on the Baltic Exchange and commissions on new contracts falling as freight rates fell.

Net receipts of interest, profits and dividends increased by about £30 million compared with 1970, both credits and debits continuing to increase. They fell back however in the last quarter of the year, when credits fell and debits rose.

The rise in earnings on UK direct investments abroad tended to slow down during 1971, the annual total being about 4 per cent above the level in 1970, following rises of 14 per cent and 5 per cent in 1969 and 1970 respectively. Earnings on foreign direct investments in the UK rose by about 6 per cent between 1970 and 1971, a relatively slow rate of growth compared with company earnings in general in the UK, which was influenced by the unfavourable experience of certain industries like motor vehicles in which foreign-owned companies tend to be concentrated.

In the oil account, higher prices contributed to an increase in both credits and debits. The other main improvement in credits for interest profits and dividends came from increased interest on our larger foreign currency reserves, partly offset by a decline in the earnings of United Kingdom banks from their Eurodollar business. The other main change in debits was a fall in interest on sterling liabilities even though the liabilities themselves increased by about £1,400 million during the year, because of lower average interest rates.

Bulgarian participants in the Anglo-Bulgarian Colloquium visited SPL International recently for general discussions on the use of computing software, particularly in relation to economic planning and special computer development in the construction industry. Among SPL's guests was Academician E. Mateev (left), President of the Higher Certifying Commission at the Ministerial Council of Bulgaria. He was elected President of the United Nations European Economic Commission in 1969. Mr. Mateev is with commercial director Alan Benjamin (centre).

Notes and definitions

Additional details on particular categories of invisibles can be found in the following articles in *Trade and Industry*.

Civil Aviation (March 16, 1972).
Travel (October 28, 1971; also Business Monitor M6 'Overseas Travel and Tourism').
Direct Investment (this week; also Business Monitor M4 'Overseas Transactions').
Films and Television (August 5, 1971).
Royalties, etc. (March 31, 1971).

Shipping. There are difficulties in valuing oil freights, particularly in periods such as that following the closure of the Suez Canal. Subject to certain adjustments, use is made of the AFRA freight rate (Average Freight Rate Assessment, compiled by a panel of London brokers). For a fuller discussion of the problems of valuation, see the Technical Note on page xvi of *Economic Trends* for December 1967.

The entries for **Travel** relate to the expenditure of holiday, business and other visitors. They exclude fares (except international rail fares, which are included).

Credits for **Financial and allied services** include the overseas earnings on banking and insurance (except those of overseas branches, subsidiaries and associates, or on overseas portfolios, which are included under 'interest, profits and dividends'); merchanting profits on third-country trade; and overseas earnings of the Baltic Exchange, Lloyd's Register of Shipping, the Stock Exchange, and other financial intermediaries.

Interest, profits and dividends are after deduction of taxes. The whole of the profits earned on direct investment are taken into account, a contra balance of payments entry under 'private investment' being made in respect of unremitted profits. 'Other' includes interest payments and receipts on inter-government loans and other official investment; charges on drawings from the IMF; interest on external liabilities and claims; interest on trade credit; income from real estate owned abroad (other than through the overseas subsidiaries of property companies); and income from trust funds invested abroad.

The entries for **Government services** relate predominantly to military, administrative and diplomatic expenditure.

Official **transfer** payments include economic and military grants to other countries, and subscriptions to international organisations.

Private transfers include gifts, legacies, workers' remittances, and the transfer of assets by migrants.

INVISIBLES

£ million

	1967	1968	1969	1970	1971	1971† 1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
CREDITS:									
Private services:									
Shipping:									
Freight and fares	699	844	838	1,095					
Time-charter payments	58	73	77	127					
Disbursements of overseas shipping	120	131	136	149					
Total	877	1,048	1,051	1,371	1,588	403	404	391	390
Civil aviation									
Fares, freight, etc.	152	178	218	234					
Disbursements of overseas airlines	47	57	69	82					
Total	199	235	287	316	354	76	88	93	97
Travel:	236	282	359	433	469	109	113	119	128
Other services:									
Financial and allied	162	232	300	372					
Films and television	49	46	43	28					
Royalties, etc.	78	104	112	134					
Miscellaneous	473	527	580	634					
Total	762	909	1,035	1,168	1,252	308	310	314	320
Total private services§	2,074	2,474	2,732	3,288	3,663	896	915	917	935
Interest, profits and dividends:									
Direct investment	438	568	650	682	709	169	183	184	173
Portfolio investment	145	164	161	171	167	42	39	43	43
Oil and other	401	383	531	512	565	141	139	147	138
Total	984	1,115	1,342	1,365	1,441	352	361	374	354
Private transfers	143	161	176	182	189	47	47	47	48
Government services	36	44	48	51	55	15	14	14	12
Total credit	3,237	3,794	4,298	4,886	5,348	1,310	1,337	1,352	1,349
DEBITS:									
Private services:									
Shipping:									
Freight and fares	218	280	301	376					
Time-charter payments	344	385	399	640					
Disbursement abroad	325	360	371	450					
Total	887	1,025	1,071	1,466	1,657	428	430	408	391
Civil aviation:									
Freight, fares, etc.	82	103	122	133					
Disbursements abroad	90	103	124	146					
Total	172	206	246	279	310	72	73	79	86
Travel:	274	271	324	385	443	110	107	109	117
Other services:									
Films and television	22	22	28	17					
Royalties, etc.	67	87	100	111					
Miscellaneous	277	326	359	385					
Total	366	435	487	513	558	124	143	142	149
Total, private services§	1,699	1,937	2,128	2,643	2,968	734	753	738	743
Interest, profits and dividends‡:									
Direct investment	216	329	308	345	366	88	85	95	98
Portfolio investment	85	96	100	113	120	30	29	30	31
Oil and other	298	349	432	417	434	115	108	105	106
Total	599	774	840	875	920	233	222	230	235
Transfers:									
Private	186	221	231	227	229	53	58	59	59
Official	188	179	177	172	186	46	45	50	45
Government services	311	331	338	365	390	90	94	105	101
Total debits	2,983	3,442	3,714	4,282	4,693	1,156	1,172	1,182	1,183
NET BALANCES:									
Private services	+375	+537	+604	+645	+695	+162	+162	+179	+192
Interest, profits and dividends	+385	+341	+502	+490	+521	+119	+139	+144	+119
Private transfers	− 43	− 60	− 55	− 45	− 40	− 46	− 11	− 12	− 11
Government transfer payments	−188	−179	−177	−172	−186	− 6	− 45	− 50	− 45
Government services	−275	−287	−290	−314	−335	− 75	− 80	− 91	− 89
Net invisible balance	+254	+352	+584	+604	+655	+154	+165	+170	+166

‡An alternative breakdown is:

	1967	1968	1969	1970	1971	1971† 1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Credits:									
Private sector	928	1,077	1,300	1,297	1,340	337	343	340	320
Public sector	56	38	42	68	101	15	18	34	34
Debits:									
Private sector	370	501	467	547	621	160	150	153	158
Public sector	229	273	373	328	299	73	72	77	77
Net balance:									
Private sector	+558	+576	+833	+750	+719	+177	+193	+187	+162
Public sector	−173	−235	−331	−260	−198	− 58	− 54	− 43	− 43

†Seasonally adjusted
§Including public corporations.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for January

THE export unit value index, on a balance of payments basis, rose by one half per cent in January; the import unit value index, which had shown little change in the second half of last year, increased by 1½ per cent and as a result the terms of trade index fell back by a point. In November-January as a whole the export unit value index was 2 per cent higher than in the previous three months but the import unit value index showed only a small rise between these two periods.

The unit value index for exports of non-manufactures has shown little change in the last six months and the rise in the index for total exports reflects the increase in unit values of manufactured goods. Within manufactures the index for machinery and transport equipment continues to rise rapidly; in November-January it was 3 per cent above its level in the previous three months. Unit values in the 'Other Manufactures' group rose by 2 per cent between August-October and November-January. The unit value indices for the other main groups of exports (chemicals, textiles and metals) have moved irregularly in recent months and have shown little overall change; within the metals group unit values of non-ferrous metals, in particular copper, have continued to fall, but this movement has been offset by increases in unit values for other metals.

The only broad group of imports to show a rise in unit values in

TABLE 1. IMPORT AND EXPORT UNIT VALUE AND VOLUME INDEX NUMBERS ON A BALANCE OF PAYMENTS BASIS

1961 = 100

	Unit Value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports	Exports
1969	126	127	101	146	149
1970	131	136	104	155	154
1971	134 r	148	110	162	162
1969 1st quarter	123	126	103	145	139
2nd quarter	125	127	101	146	148
3rd quarter	127	127	100	145	154
4th quarter	130	129	100	147	154
1970 1st quarter	131	131	101	148	155
2nd quarter	132	134	102	157	155
3rd quarter	131	136	104	152	145
4th quarter	131	139	106	162	162
1971 1st quarter	131	143	109	160	149
2nd quarter	135	146	108	164	169
3rd quarter	137	149	109	160	167
4th quarter	137	152	111	164	162
1971 January	130	143	110	150	141
February	131	143	109	158	138
March	132	144	109	174	169
April	135	145	108 r	167	172
May	135	146	108	160	163
June	136	147	108	165	171
July	137	148	109	158	165
August	137	150	109	156	166
September	138	151	109	165	171
October	137	151	110	163	165 r
November	137	152	111 r	158	152
December	137	154	112	170	169 r
1972 January p	139	154	111	163	158

† Export Unit Value Index as a percentage of the Import Unit Value Index
p Provisional estimates. r Revised.

TABLE 2. IMPORT AND EXPORT UNIT VALUE INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961=100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	99	102	96	98	99	101	100	102	98	100	101	103	101
1963	103	111	97	97	101	104	105	104	100	102	102	106	103
1964	107	115	103	95	105	106	108	106	101	107	107	107	105
1965	107	113	102	90	109	109	105	109	104	109	113	110	108
1966	109	114	103	84	114	113	107	114	106	111	120	114	113
1967	109	113	99	92	116	114	102	116	106	111	120	118	116
1968	121	120	107	107	135	123	108	126	113	115	131	128	128
1969	126	124	115	100	142	127	114	130	116	122	139	131	131
1970	132	132	121	98	148	136	118	140	126	127	155	141	138
1971	136	140	122	120	145	147	126	152	129	132	156	159	148
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	132	131
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139
4th quarter	132	135	120	102	147	139	119	143	128	127	156	145	142
1971 1st quarter	133	136	120	111	144	143	123	147	132	130	156	151	145
2nd quarter	137	140	123	121	147	146	125	150	129	134	157	155	147
3rd quarter	138	142	123	125	149	149	128	154	132	133	157	161	150
4th quarter	138	143	122	122	147	152	128	157	130	133	156	167	152
1970 July	133	133	122	96	151	135	119	139	124	125	156	139	138
August	131	132	121	97	148	136	119	140	124	126	156	140	139
September	132	133	121	98	148	137	119	140	126	126	156	141	140
October	132	134	120	100	148	137	119	141	126	126	155	142	141
November	132	135	121	102	147	139	119	143	128	127	156	145	143
December	132	136	119	104	146	141	120	145	130	129	156	148	143
1971 January	132	136	119	108	144	143	122	147	130	129	158	150	144
February	133	136	121	111	144	143	123	147	132	131	156	151	144
March	134	136	121	115	145	144	124	148	132	129	155	152	146
April	136	139	123	119	146	144	124	148	130	132	155	154	144
May	137	140	123	121	147	146	126	150	128	134	156	156	148
June	138	141	123	124	148	147	126	151	129	136	159	157	149
July	138	142	123	126	148	148	127	152	130	132	157	160	150
August	138	141	123	125	149	149	128	153	133	134	156	161	149
September	139	142	123	125	150	150	128	155	132	133	156	163	152
October	138	143	122	123	148	151	128	155	130	134	155	165	152
November	137	142	122	122	147	152	127	157	129	134	158	167	151
December	138	144	122	121	147	153	128	158	132	132	156	170	153
1972 January	139	148	122	118	149	154	129	159	131	135	158	169	157

the three months was food, drink and tobacco; the index for this group rose by nearly 2 per cent between August-October and November-January. There was a particularly sharp rise in the unit values of tobacco, which had fallen to a low level in 1971, and smaller increases for most of the other commodities in the group. Unit values of fuels have fallen back a little after their sharp rise in the first half of last year and in November-January were 3 per cent lower than in the previous three months; this fall reflects a decline in freight rates for oil and a drop in the unit values of some petroleum products. The unit value indices for the other broad groups of imports continue to show little change.

Trends in United Kingdom trade are discussed in the article on trade in February which is published in last week's *Trade and Industry*.

Notes

(a) The discussion in this article of the unit value index numbers for total imports and exports and the terms of trade is based on the statistics in Table 1, which are on a balance of payments basis. Comments on unit values for commodity groups are based on the indices in Table 2, which are on an *Overseas Trade Statistics* basis. The adjustments which have to be made to the figures recorded in the *Overseas Trade Statistics* to bring them to a balance of payments basis relate either to the coverage of the statistics or to the valuation of items which are recorded. These adjustments are described in greater detail in the annual Balance of Payments *Pink Book*. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of May 26, 1971.

(b) The index numbers on an *Overseas Trade Statistics* basis were first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Finance for technology

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, SW1H 0ET; or by telephoning 01-828 3400.

TABLE 3. IMPORT AND EXPORT VOLUME INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) **1961=100**

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	106	101	107	100	101	100	102
1963	107	102	101	119	112	107	112	107	113	102	99	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	119	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	167	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185	123	126	148	187
1970	156	104	110	202	223	155	151	155	195	133	131	148	182
1971	163	104	101	217	242	164	159	165	215	142	137	154	205
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	174
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
4th quarter	166	111	118	214	234	168	176	165	210	154	137	157	193
1971 1st quarter	165	109	104	241	238	147	134	151	187	129	123	147	177
2nd quarter	164	108	99	226	241	172	163	174	225	147	143	167	204
3rd quarter	155	99	103	193	231	164	170	163	213	138	132	147	217
4th quarter	166	105	98	216	252	172	168	173	226	161	149	154	222
1970 July	131	80	72	203	195	163	151	165	217	142	147	157	186
August	152	108	122	189	204	105	98	105	137	90	68	99	144
September	165	108	120	219	232	154	170	152	200	143	133	139	182
October	170	115	125	208	242	165	188	160	214	144	135	153	180
November	163	116	108	221	225	172	180	169	214	157	141	158	206
December	164	103	120	214	237	166	161	166	201	160	136	159	192
1971 January	158	104	107	239	215	138	123	141	178	121	106	137	169
February	149	102	100	193	215	130	124	134	172	112	112	129	155
March	189	121	104	291	276	172	155	178	212	153	151	174	205
April	168	111	99	225	248	173	165	176	235	155	152	166	198
May	154	97	93	221	226	172	157	173	222	144	143	167	203
June	171	114	106	232	248	171	166	174	219	141	135	169	210
July	161	103	102	191	245	172	173	171	227	139	137	160	215
August	144	92	105	195	201	154	154	154	202	130	126	136	213
September	162	102	103	195	248	166	183	163	211	146	132	145	225
October	163	99	97	199	257	165	162	167	225	162	149	146	211
November	166	103	96	208	255	174	166	175	225	165	156	156	223
December	170	112	102	241	245	177	177	177	226	156	143	161	231
1972 January	165	101	101	215	248	156	168	154	208	141	123	148	172

UNIT VALUE AND VOLUME INDEX NUMBERS
continued

TABLE 4. IMPORT AND EXPORT VOLUME INDEX NUMBERS (SEASONALLY ADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961=100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1969 1st quarter	146	143	104	110	189	197	187	139	128	140	171	115	118	132	175
2nd quarter	151	146	107	109	181	209	197	148	141	150	182	122	120	147	183
3rd quarter	148	145	101	107	182	210	201	157	140	161	192	125	130	158	195
4th quarter	149	148	101	106	198	210	206	157	143	161	196	130	135	155	194
1970 1st quarter	150	150	104	108	191	210	209	155	147	156	194	131	135	148	187
2nd quarter	158	158	103	114	194	228	226	155	148	156	197	132	139	148	184
3rd quarter	153	152	101	103	210	215	215	145	146	145	185	127	119	140	167
4th quarter	164	164	107	114	215	237	236	162	163	161	205	143	132	154	192
1971 1st quarter	162	162	107	105	231	235	234	150	144	152	196	133	128	145	177
2nd quarter	163	163	107	100	221	236	235	169	164	170	220	144	138	159	212
3rd quarter	161	160	102	102	202	240	239	169	175	169	219	142	137	157	213
4th quarter	165	165	100	96	214	256	256	167	154	170	224	150	144	153	219
1970 July	122	122	76	65	198	177	176	155	155	157	209	135	140	147	179
August	168	168	120	122	214	231	231	117	115	116	149	98	81	116	136
September	167	167	107	121	218	238	238	164	168	162	197	146	135	159	185
October	165	164	108	120	204	232	231	168	183	164	211	137	135	160	187
November	165	165	111	110	231	234	232	155	154	154	202	137	129	145	183
December	163	163	102	113	211	244	244	164	152	166	203	154	134	156	205
1971 January	155	155	103	104	228	221	221	142	132	144	191	127	114	138	171
February	159	159	110	109	201	229	229	138	134	141	186	120	121	134	164
March	172	172	109	102	264	253	252	169	164	171	211	152	149	165	196
April	167	167	111	102	216	244	243	172	165	172	226	150	143	160	211
May	158	158	104	99	219	230	229	164	160	163	214	139	132	150	213
June	163	163	108	101	227	234	234	171	167	174	220	145	139	166	212
July	159	158	103	99	196	237	236	166	176	164	223	136	131	151	209
August	158	157	104	102	213	226	226	166	172	166	221	140	138	155	205
September	165	165	101	103	198	256	256	176	177	175	215	150	141	165	224
October	165	165	98	98	202	259	259	170	155	173	224	155	148	156	226
November	162	162	94	94	207	255	255	158	142	161	219	147	141	145	199
December	169	169	108	96	231	254	254	173	166	175	230	149	142	159	231
1972 January	163	163	101	99	205	254	254	163	177	160	222	149	135	151	176

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, March 17, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Doomwatch	BR/E 36044/19/3/77	92	March 13	Tigon Pictures Ltd.	Tigon British Film Productions Ltd.
Up and Away	BR/E 36049/19/3/77	51	March 13	MGM-EMI Distributors Ltd.	Global Films Ltd. and Queensway Promotions Ltd.
Roundabout Britain	BR/E 36051/19/3/77	24	March 14	British Lion Films Ltd.	Lion Pacesetter Productions Ltd.
The Yes Girls	BR/E 36053/19/3/77	75	March 14	Miracle Films Ltd.	Lindsay Shonteff Films Ltd.
Mining Review No. 7—25th Year	BR/E 36055/19/3/77	10	March 15	Data Film Distributors Ltd.	National Coal Board
Movietone News 2232	BR/E 35886/19/3/77	8	March 17	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2232A	BR/E 35887/19/3/77	7	March 17	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
On Any Sunday	F 36045	79	March 13	Tigon Pictures Ltd.	Solar Productions Inc.
Student Nurses	F 36046	84	March 13	Tigon Pictures Ltd.	New World Pictures Inc.
The Gang That Couldn't Shoot Straight	F 36047	96	March 13	MGM-EMI Distributors Ltd.	Metro-Goldwyn-Mayer Inc. and Chartoff-Winkler Productions Inc.
Dougal and The Blue Cat	F 36048	82	March 13	MGM-EMI Distributors Ltd.	Societe Danot, Paris
The Angel Levine	F 36050	106	March 14	United Artists Corporation Ltd.	Belafonte Enterprises Inc.
Exposed	F 36052	87	March 14	Miracle Films Ltd.	Olympic International, Stockholm
Quackser Fortune Has A Cousin In the Bronx	F 36054	83	March 15	Scotia-Barber Distributors Ltd.	UMC Pictures

Amendment to the Register:
The playing time of the film 'The Grissom Gang' (F 35784) registered on November 8, 1971, has been amended to show alternative playing times as follows: (*a*) 126 minutes (*b*) 97 minutes.

Catalogues of Government Publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

Index of industrial production for January

THE provisional estimate index of production for January 1972, prepared by the Central Statistical Office, is 124.4 (seasonally adjusted). For manufacturing industry alone the figure is 128.1.

For the three months November 1971 to January 1972, it is provisionally estimated that production as a whole was 1.0 per cent lower than the figures for the preceding three months, August to October 1971; for manufacturing industries alone there was a decrease of 0.1 per cent.

The average index numbers of the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major groups in recent months.

INDEX OF INDUSTRIAL PRODUCTION

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco				Chemicals and allied industries	Engineering and allied industries						
				Total	Food	Drink and tobacco	Coal and petroleum products		Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1967	113.9	89.1	114.2	110.8	108.6	115.0	116.3	130.4	115.6	123.1	123.1	129.1	90.0	106.3	105.0
1968	119.8	84.8	121.4	115.5	112.3	121.6	126.4	140.0	122.4	125.5	134.7	137.4	86.8	117.2	113.4
1969	122.9	80.3	125.6	118.9	115.9	124.8	139.3	148.0	127.4	131.3	146.6	144.0	85.4	119.7	119.4
1970	124.1	78.3	127.1	121.5	117.0	130.2	151.1	157.9	128.1	134.9	152.2	148.5	86.1	115.9	115.4
1971	124.9	79.7	126.9	123.5	117.9	134.2	157.8	161.5	127.3	132.9	156.3	154.4	83.7	115.0	107.7
1969 4th quarter	123.5	76.9	126.7	122.1	119.2	127.8	142.8	152.7	128.1	133.8	143.1	145.2	86.0	118.3	119.8
1970 1st quarter	123.8	80.2	126.6	118.2	114.4	125.9	150.0	151.3	128.3	134.5	154.1	147.2	85.6	119.2	113.4
2nd quarter	123.5	79.3	126.1	121.3	115.4	132.9	145.3	158.3	127.3	134.8	157.0	147.7	84.7	114.1	114.5
3rd quarter	124.3	78.8	127.3	122.8	118.7	130.8	153.3	160.2	127.0	135.1	147.8	148.0	86.8	111.0	117.4
4th quarter	124.6	74.8	128.4	123.5	119.5	131.2	155.8	162.0	129.7	135.2	150.1	151.3	87.1	119.2	116.1
1971 1st quarter	124.3	82.0	126.7	121.4	116.9	129.7	157.8	159.6	126.2	134.0	158.5	154.5	86.1	111.1	104.0
2nd quarter	125.2	81.9	127.1	123.0	116.9	134.3	158.8	161.1	129.0	135.2	151.9	154.3	83.6	120.0	107.1
3rd quarter	125.6	79.3	127.4	125.6	118.8	138.3	154.1	160.2	127.3	131.6	158.5	153.7	83.1	115.3	110.1
4th quarter	124.3	75.6	126.2	124.1	118.6	134.2	161.0	165.1	127.1	131.3	155.8	155.0	82.0	114.4	110.1
July	125.3	79	127.5	124	118	137	151	158	129	133	161	156	83	114	115
August	125.3	80	126.4	123	118	133	152	157	127	131	158	153	83	119	103
September	126.3	79	128.3	129	120	145	159	165	126	130	157	152	83	113	112
October	124.7	83	126.2	123	120	129	152	160	129	133	156	153	82	118	113
November	124.4	74	125.9	126	121	136	170	167	125	131	156	155	82	109	107
December	123.9	71	126.6	123	115	138	162	168	128	130	156	157	82	116	110
1972 January	124.4	41	128.1	126	119	139	153	165	124	129	159	157	81	107	107
Aug.-Oct. (av.)	125.4	81	127.0	125	120	136	154	161	127	131	157	152	83	117	109
Nov.-Jan. (av.)	124.2	62	126.9	125	118	137	161	167	126	130	157	157	82	111	108

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.						
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1967	104.7	105.0	103.8	103.2	105.0	90.2	101.5	120.1	124.4	112.4	111.5	114.2	122.7	119.4	121.2
1968	111.1	111.2	110.8	113.1	119.2	93.3	103.7	127.3	130.3	121.8	118.5	118.3	135.2	121.8	128.2
1969	114.5	116.1	109.3	115.6	123.5	93.9	102.7	127.8	126.9	129.3	110.8	123.4	141.6	119.0	136.2
1970	114.8	116.6	109.2	116.6	124.9	92.9	103.1	125.2	122.4	130.3	113.6	120.5	145.6	115.7	143.8
1971	103.7	104.1	102.4	118.1	125.1	88.5	108.1	132.7	131.9	134.1	116.2	116.5	149.0	117.5	154.4
1969 4th quarter	114.3	118.0	102.5	114.1	123.2	90.9	101.3	126.0	124.2	129.2	112.8	125.2	141.1	117.2	138.9
1970 1st quarter	116.5	119.0	108.5	115.1	123.2	91.6	102.1	122.3	117.1	131.8	106.6	123.6	144.2	114.8	146.1
2nd quarter	115.1	117.0	109.0	115.8	123.9	93.7	102.6	121.8	122.1	121.3	115.0	120.3	142.3	117.7	141.6
3rd quarter	113.8	115.8	107.4	117.7	126.8	93.6	102.6	128.8	126.5	132.9	113.2	120.5	146.2	116.6	143.6
4th quarter	114.0	114.6	112.0	117.8	125.9	92.8	105.0	127.9	123.8	135.1	119.7	117.6	149.5	113.7	143.8
1971 1st quarter	111.0	112.3	107.0	117.7	125.2	90.6	106.7	130.8	130.6	131.3	117.9	112.0	146.2	116.4	148.6
2nd quarter	102.0	102.1	101.4	117.3	124.3	87.8	107.6	134.0	131.1	139.3	117.6	117.9	149.5	118.4	153.4
3rd quarter	103.4	104.1	101.4	119.3	126.3	88.6	109.9	132.7	133.0	132.1	111.8	119.3	151.8	118.4	158.1
4th quarter	98.4	97.9	100.0	118.0	125.2	87.1	108.3	133.3	133.2	133.5	117.8	116.9	148.2	116.8	157.7
July	108	110	101	120	127	88	111	127	126	128	108	117	149		152
August	102	102	101	118	124	89	108	131	131	133	109	120	148		164
September	101	100	102	121	127	89	111	140	142	136	118	121	158		158
October	102	101	104	119	126	88	111	130	134	125	117	117	143		158
November	98	99	97	117	124	87	107	130	128	135	120	118	149		164
December	95	94	100	118	126	86	107	139	138	141	117	115	152		152
1972 January	105	104	109	120	126	88	113	135	135	136	124	115			164
Aug.-Oct. (av.)	102	101	102	119	126	89	110	134	136	131	115	119	152†		160
Nov.-Jan. (av.)	100	99	102	118	125	87	109	135	134	137	120	116	148†		160

† Latest available 3 months (October-December) and previous 3 months (July-September).

Overseas direct investment in 1970

Introduction

THIS article presents a summary of some of the main results of the Department of Trade and Industry's detailed inquiry into private overseas direct investment and the earnings on it in 1970. The detailed results, giving figures for each main country and industry, will be published in the Business Monitor series, M4 Overseas Transactions 1972, shortly. Copies of this Business Monitor may be obtained from Her Majesty's Stationery Office.

This article also gives some preliminary estimates of direct investment and earnings in 1971. These are based on partial quarterly inquiries and may be revised in the light of the results of the detailed annual inquiry for 1971.

Private direct investment and earnings are only two of the subjects covered in the Department's overseas transactions inquiry. Overseas transactions in respect of film and television material in 1970 were dealt with in an article in *Trade and Industry* of August 5, 1971. Over the next month or so articles will be published dealing with overseas royalty transactions, overseas trade credit and exports.

Scope and coverage of the inquiry

Just under 2,000 approaches were made to companies for details of inward and outward direct investment and the earnings on it in 1970, a similar number to that approached in the previous inquiry. Just under 1,000 companies were approached in respect of outward investment and about 950 in respect of inward investment. All sectors of industry were covered except the oil industry (including any non-oil interests of oil companies) and foreign-owned insurance companies.

Just over two-thirds of the companies approached in the inquiry (representing an even higher proportion of total overseas earnings and investments) responded in full to the inquiry, and returns for a substantial proportion of the remainder could be constructed from accounting and other information. The estimates in the following tables include allowances for non-respondents and for those companies not currently approached because of the low level of their overseas investment. Although the estimates are shown to the nearest £1 million, they cannot be regarded as accurate to that degree. In general, the estimates for all countries and for broad geographical areas will be proportionately more accurate than those for individual countries.

The inquiry is a voluntary one and the Department would like to express its appreciation of the co-operation of respondent firms. As many of the figures required for the detailed geographical and industrial analyses provided in this inquiry only became available after a considerable interval, it is not possible to give similar details for 1971 yet, although some estimates of the main aggregates, based on quarterly reports from a sample of companies, are given in Table 1.

For the purpose of this inquiry, private direct investment is defined as investment by companies in overseas branches, subsidiaries and associates (collectively described as affiliates). It does not cover portfolio investment, ie other investment in the stocks and shares of companies, or in the bond issues of public authorities.

As well as registered companies, the figures of outward investment and earnings cover certain overseas transactions of a number of public corporations, namely the British Steel Corporation, British Overseas Airways Corporation, British European Airways and the Gas Council.

Direct investment covers a wide range of transactions, including the establishment of new subsidiaries and branches; the acquisition of a controlling interest in existing overseas concerns, the acquisition of a trade investment (ie the purchase of a non-controlling interest in an existing concern); additions to holdings of the loan and share capital of existing subsidiaries and associates; and additions to working capital, including increases in trade and other credit extended to affiliates, and the value of goods supplied without payment. It also includes the investing company's share of profits retained by subsidiaries and associates.

The figures of investment shown in this note represent net investment, ie investment less disinvestment, the latter again comprising a variety of transactions including losses by overseas affiliates; repayments of trade and other credits; and loans by overseas affiliates to the parent company. The growth of 'reverse' flows of direct investment, ie transfers of funds to the United Kingdom from overseas subsidiary companies which have raised loans in international money markets has affected the figures of net outward investment during the past few years, and for some purposes it is desirable to disregard such reverse flows (eg in estimating the flow of resources to the developing world). Where identified reverse

TABLE 2. COMPONENTS OF DIRECT INVESTMENT

£ million

	1968	1969	1970	1971 p
(i) INWARD INVESTMENT				
Unremitted profits	176	132	171	168
Net acquisitions of share and loan capital	123	114	119	140
Change in branch-head office indebtedness				
Net trade credit received	− 6	25	10	(a)
Other	7	8	11	..
Total	1	33	21	17
Change in inter-company indebtedness				
Net trade credit received	6	22	24	(a)
Other	−33	18	4	..
Total	−27	40	28	37
Total net investment	274	319	339	362
(a) −11 for branch-head office and inter-company indebtedness combined.				
(ii) OUTWARD INVESTMENT				
Unremitted profits	277	321	305	281
Net acquisitions of share and loan capital	59	104	181	143
Change in branch-head office indebtedness				
Net trade credit extended	—	4	2	(b)
Other	49	56	23	..
Total	49	60	25	−28
Change in inter-company indebtedness				
Net borrowing from financial subsidiaries	−25	−32	−17	−35
Net trade credit extended	6	33	34	(b)
Other	44	63	−20	..
Total	25	64	− 3	151
Total net investment	410	549	508	547
(b) 29 for branch-head office and inter-company indebtedness combined.				

TABLE 1. PRIVATE DIRECT INVESTMENT EARNINGS

£ million

	1961	1962	1963	1964	1965	1966	1967	1968	1969	1970	1971 p
Net annual investment											
Outward (†):											
Total	226	209	236	263	308	276	281	410	549	508	547
Unremitted profits	74	95	118	147	167	183	190	277	321	305	281
Other investment	152	114	118	116	142	93	91	133	228	203	266
Inward (‡):											
Total	236	130	160	162	197(§)	195	170	274	319	339	362
Unremitted profits	37	58	90	80	118	93	97	176	132	171	168
Other investment	199	72	70	82	79(§)	102	73	98	187	168	194
Net earnings:											
Outward (†)	249	274	330	370	400	429	438	568	650	681	709
Inward (‡)	128	134	168	203	235	240	216	329	308	345	366

p Provisional
(†) Excluding oil companies and, before 1963, insurance.
(‡) Excluding oil companies and insurance.
(§) After deducting 15 in respect of increased trade credit extended to sister companies—see text of article of July 19, 1968.

flows are thought to affect the interpretation and use of the figures, supplementary details have been given in the accompanying tables.

Net investment is a financial concept and should not be confused with the growth of the affiliates' net assets (and still less of its fixed assets), part of which may be financed by shareholders other than the overseas parent or associated company, or from funds raised locally without an additional capital call on the parent or associate. If a company sold a proportion of its shareholding in a foreign subsidiary to local interests, this would be recorded as disinvestment; and if an affiliate raised local finance to repay short-term indebtedness to its parent company, the repayment would be recorded as disinvestment, although in neither case would there be any change in the capital employed, but only a redistribution between local and overseas interests.

Direct investment also includes a number of transactions which do not involve a transfer of cash. For example, if a United Kingdom company acquires (or is acquired by) a foreign company by means of an exchange of shares, the direct investment resulting from the transactions will be offset by an equivalent portfolio investment. Although there is no flow of funds from the point of view of private investment as a whole, a direct investment asset or liability is acquired, together with an equivalent portfolio liability or asset. While such transactions are comparatively rare, the values involved can be considerable, and with the growth of international mergers these types of transactions are likely to become more frequent in future.

Summary of the results

Table 1 sets out the main aggregates of private direct investment for the decade up to 1971.

Outward direct investment rose substantially between 1968 and 1969, by about a third, but fell back slightly between 1969 and 1970, returning to near its 1969 level in 1971. The earnings on outward investment continued to rise following the exceptionally large rise between 1967 and 1968 associated with the devaluation of sterling, but the rate of increase has tended to fall, being 4 to 5 per cent a year between 1969 and 1971, compared with 14 per cent between 1968 and 1969.

Inward direct investment has risen fairly continuously since 1969 at an annual rate of 6 to 7 per cent. After falling back between 1968 and 1969, earnings on inward investment rose by about 10 per cent between 1969 and 1970 and by about 6 per cent between 1970 and 1971.

Some of the factors underlying the changes in direct investment since 1968 can be seen in Table 2, which analyses direct investment into its main components.

The fall in outward investment between 1969 and 1970 comprised similar falls in both unremitted profits and in other forms of investment. The fall in unremitted profits reflected the slowing down in the rate of growth of earnings, combined with substantial growth of dividend remittances to UK parent companies. Although investment in the form of acquisitions of share and loan capital continued to grow in 1970, and net trade credit extended to overseas affiliates was similar in size to that in 1969, there was little net investment in the form of advances on branch-head office and inter-company account. This situation was reversed in 1971 when there were lower levels of acquisitions of share and loan capital, but a substantial outflow on inter-company account (excluding trade credit) occurred. The components shown in Table 2, however, are not independent of each other, and part of the fall in inter-company

(continued on next page)

TABLE 3. OUTWARD INVESTMENT AND EARNINGS IN THE OSA AND THE NSA, 1964-70

£ million

	1964	1965	1966	1967	1968	1969	1970
Earnings:							
Overseas Sterling Area	249	251	237	237	286	344	356
Non-Sterling Area	121	148	192	201	283	306	325
Total	370	400	429	438	568	650	681
Investment:							
Overseas Sterling Area:							
Unremitted profits	98	100	89	94	120	150	149
Other investment	63	86	29	48	57	163	64
Total	161	186	119	142	177	313	213
Non-Sterling Area:							
Unremitted profits	49	66	94	95	157	171	156
Other investment	53	56	64	44	76	65	139
Of which: transfers from financial subsidiaries					−23	−32	−17
Total	102	122	157	139	233	236	295
Total investment	263	308	276	281	410	549	508

TABLE 4. NET INVESTMENT FLOWS 1965-1970

£ million

	Average 1965-67	Average 1968-70	1965	1966	1967	1968	1979	1970
Overseas Sterling Area:								
Developed countries	105	153	123	88	105	131	217	111
Of which:								
Australia	53	81	56	49	54	80	116	46
South Africa	42	54	44	35	47	43	72	46
Developing countries	43	81	63	30	37	46(†)	96	102
Of which:								
India	10	9	16	2	11	9	9	10
Ghana	5	5	8	3	3	3	10	3
Nigeria	1	17	7	−1	−3	3	24	23
Malaysia and Singapore	8	5	5	4	14	1	1	14
Non-Sterling Area:								
Developed countries	110	234	91	127	113	213	216	273
Of which:								
United States	39	89	23	42	52	84	53	129
EEC countries	38	83	32	51	30	73	104	71
EFTA countries	6	18	15	11	−8	19	14	21
Developing countries	30	21	32	31	26	20	20	22
Of which:								
Transfers from financial subsidiaries						−23	−32	−10
All areas:								
Developed countries	216	386	214	215	218	343	431	384
Developing countries	73	102	95	61	63	66	115	124
Of which:								
Transfers from financial subsidiaries	—	−25				−25	−32	−10
Total	288	489	308	276	281	410	549	508

(†) Net of loans (£2 million) raised by financial subsidiaries registered in developing countries for the use of the parent company.

TABLE 5. OVERSEAS EARNINGS 1965-1970

£ million

	Average 1965-67	Average 1968-70	1965	1966	1967	1968	1969	1970
Overseas Sterling Area:								
Developed countries	141	198	141	136	146	178	214	202
Of which:								
Australia	59	89	61	55	62	76	99	93
South Africa	61	82	57	60	65	76	86	85
Developing countries	100	131	110	101	90	108	130	155
Of which:								
India	20	22	25	18	18	20	21	26
Ghana	5	7	6	5	5	7	7	7
Nigeria	7	12	8	8	5	8	11	16
Malaysia and Singapore	23	31	23	26	20	24	31	37
Non-Sterling Area:								
Developed countries	139	241	116	145	156	220	243	260
Of which:								
United States	63	92	49	68	73	86	94	96
Canada	39	45	37	40	41	50	42	44
EEC countries	23	80	19	25	25	65	83	93
EFTA countries	9	17	8	8	11	13	17	22
Developing countries	42	63	33	47	45	62	63	65
All areas:								
Developed countries	280	439	256	281	302	398	457	461
Developing countries	142	194	143	148	136	170	193	220
Total	422	633	400	429	438	568	650	681

TABLE 6. INVESTMENT IN SELECTED INDUSTRIES, 1965-1970

£ million

Industry group	Average 1965-67	Average 1968-70	1965	1966	1967	1968	1969	1970
Agriculture	10	4	10	8	13	−1	9	4
Mining	17	37	12	16	22	31	65	15
Manufacturing	145	265	138	158	139	211	294	291
Distribution	60	79	81	39	61	68	85	85
Banking	15	48	21	−2	27	42	61	41
Other, including insurance but excluding finance	62	81	47	57	19	83	70	89
Finance	—	−25	—	—	—	−25	−32	−17
Total	288	489	308	276	281	410	549	508

indebtedness' in 1970 represented the funding of such indebtedness in the form of loan capital.

There were a number of substantial new investments abroad in 1970, including Plessey's acquisition of Alloys Unlimited in the United States and British Insulated Callenders' Cables link-up with General Cable Corporation of the United States. This high level of new ventures continued in 1971 with acquisitions by Beecham in West Germany and the United States, by Imperial Chemical Industries also in the United States, and by Lonrho in West Germany.

As in 1968 and 1969, companies continued in 1970 and 1971 to borrow funds from foreign subsidiaries established to raise funds in the international capital market. Most of these funds would be redirected by the UK parent company to affiliates in other parts of the world. Companies themselves also borrowed substantial funds abroad to finance their direct investments, especially in non-sterling areas; such borrowings, whether in the form of Euro-dollar borrowings from UK banks or direct borrowings abroad, are not covered in the overseas transactions inquiry. For this reason, the figures presented in this article do not show the total effect of direct investment on the balance of payments. A fuller account of the financing of private investment will be given in the next issue of the Balance of Payments *Pink Book*, to be published later this year, in a similar form to that given in Table 27 and Annex 4 of the 1971 *Pink Book*. The scale of foreign currency borrowing by UK companies to finance direct investment abroad can be gauged from the estimates of gross borrowing prepared by the Bank of England of around £275 million in 1970 and over £300 million in 1971.

The rise in inward investment between 1969 and 1970 was more than accounted for by the rise in unremitted profits, due to a continued rise in earnings combined with virtually unchanged dividend remittances abroad. Investment other than unremitted profits fell slightly, despite a continued high level of acquisitions of share and loan capital which included inflows associated with the take-overs of Berger Jenson and Nicholson (by Hoechst) and of Super Oil Seals and Gaskets (by Aeroquip Corporation). Investment in branches was lower in 1970 than in 1969, mainly because of smaller amounts of trade credit received. Investment in subsidiaries on inter-company account was also lower, despite an inflow of trade credit similar to that in 1969. The preliminary estimates for 1971 indicate little change in unremitted profits from their 1970 level. Other forms of investment, however, tended to increase. There were few large outright acquisitions of British by foreign companies in 1971, but a number of links were made between British and foreign companies involving an inflow of funds, eg that between Tenneco (of the United States) and Albright & Wilson, and the reciprocal link between General Cable Corporation and British Insulated Callender Cables (following the outward link formed in 1970). There were also substantial advances to existing affiliates in the form of loan capital, but net trade credit received in 1971 was rather smaller than in the previous year.

OUTWARD DIRECT INVESTMENT AND EARNINGS

Area and industrial analysis for 1970

Table 3 shows how outward investment and earnings were distributed between the overseas sterling and non-sterling areas. Earnings rose in both areas, those on investments in non-sterling areas rising at slightly the faster rate. The proportion of total outward investment in countries of the overseas sterling area fell back from the high figure reached in 1969, being similar to the proportion in 1966 and 1968, ie about 42 per cent. Unremitted profits of overseas sterling area affiliates maintained their 1969 level in 1970, but other forms of investment were substantially reduced. In contrast, unremitted profits of affiliates in non-sterling areas fell slightly between 1969 and 1970, but this fall was more than offset by a doubling of other forms of investment.

Table 4 provides a more detailed geographical analysis of investment. The fall in investment in the overseas sterling area is seen to be mainly due to much lower investment in the developed countries, especially Australia and to a lesser extent South Africa. Investment in the developing countries of the overseas sterling area showed a small rise, mainly due to a recovery of investment in Malaysia and

TABLE 7. AREA ANALYSIS OF INWARD INVESTMENT AND EARNINGS, 1967-1970

£ million

	Net investment				Net earnings			
	1967	1968	1969	1970	1967	1968	1969	1970
United States	94.0	208.3	204.4	212.8	153.5	245.3	231.4	252.2
Other countries	76.2	64.3	114.5	126.3	62.7	83.3	76.5	93.2
Of which:								
Australia	−0.4	2.0	37.7	9.7	1.3	2.5	3.2	4.6
South Africa	9.6	−4.6	19.0	18.6	4.5	4.7	4.7	3.7
Canada	−16.9	13.6	0.9	12.7	14.3	21.8	18.4	24.4
Denmark	1.3	0.7	−3.0	2.5	1.5	2.1	1.5	1.7
Sweden	1.9	8.7	7.0	1.4	3.0	3.5	2.7	2.9
Switzerland	15.6	14.6	8.1	16.2	13.2	17.4	21.8	21.9
Belgium and Luxembourg	1.3	1.2	0.6	6.0	1.0	0.8	0.8	0.7
France	2.4	5.2	3.8	0.9	4.1	6.1	3.6	5.8
Italy	2.6	1.7	5.5	4.0	0.3	0.1	0.2	0.2
Netherlands	37.0	11.5	12.5	23.0	11.0	13.4	8.9	14.7
West Germany	3.3	5.8	12.7	13.6	0.4	0.7	0.5	1.3
All areas	170.2	274.1	318.9	339.1	216.2	328.6	307.8	345.4

TABLE 8. INDUSTRIAL COMPOSITION OF INWARD INVESTMENT AND EARNINGS, 1967-1970

£ million

	Net investment				Net earnings			
Industry groups	1967	1968	1969	1970	1967	1968	1969	1970
Food, drink and tobacco	10	108	15	10	23	28	31	35
Chemical and allied industries	11	43	30	37	32	40	33	41
Metal manufacture and non-electrical engineering	13	61	60	117	55	75	78	97
Electrical engineering	51	−18	51	37	28	40	34	47
Shipbuilding and vehicles	7	22	4	15	4	45	22	5
Other manufacturing	17	18	56	40	24	29	34	38
Total manufacturing	109	235	217	256	166	257	232	263
Distribution	28	10	44	43	24	29	30	28
Banking	21	10	41	8	16	25	31	37
Other activities	13	20	17	31	10	17	16	17
Total	170	274	319	339	216	329	308	345

Singapore where the level of 1967 was regained after two years of negligible investment.

In contrast to the virtual halving of investment in the developed countries of the overseas sterling area between 1969 and 1970, investment in the developed countries of non-sterling areas rose by about a quarter, and constituted well over half total investment during 1970. Investment in the United States, which fell back between 1968 and 1969, more than doubled between 1969 and 1970. In contrast, investment in EEC countries in 1970 fell back to around its 1968 level, although it remained well above the level in the period up to 1967. Investment in developing countries of non-sterling areas was reduced, after excluding transfers from financial subsidiaries. Total net investment in all developing countries fell back slightly if transfers from financial subsidiaries are excluded, from £147 million in 1969 to £134 million in 1970.

Earnings on direct investments rose in all areas except in developed countries of the overseas sterling area where earnings fell by 6 per cent, with lower earnings in Australia and New Zealand and little change in earnings in South Africa. Earnings in the developing countries of the sterling area continued to rise strongly in 1970, with rises in India, Nigeria, Malaysia and Singapore, although the rises of the latest two years followed several years of virtually stagnant earnings up to 1968. Earnings in the developed countries of non-sterling areas rose in much the same proportion as total earnings, ie by 6-7 per cent, with some tailing off in the growth of earnings in the United States, but with continued strong growth in earnings in Western Europe. Earnings in developing countries of the non-sterling area rose only marginally in 1970.

A broad analysis of investment in certain broad industry groups is given in Table 6. The falling back in investment between 1969 and 1970 was most striking in mining investments, and to a lesser extent in banking and in agriculture. Investment in manufacturing affiliates fell only marginally, by about 1 per cent, while there were moderate rises in investment in distribution and in other services.

INWARD DIRECT INVESTMENT AND EARNINGS

Area and industrial analysis for 1970

Inward investment by companies outside the United States rose faster than investment by United States companies between 1969 and 1970 (10 per cent compared with 4 per cent). However investment by United States companies still accounted for between three-fifths and two-thirds of total investment. In addition there were some inflows from Switzerland in respect of companies whose ultimate holding company was in the United States. There was a substantial recovery in investment from Canada which almost regained the level reached in 1968, after falling to a very low level in 1969. Investment from EEC countries also rose substantially from £35 million in 1969 to £47 million in 1970, most of the growth coming from the Benelux countries. Investment from Australia fell back from the exceptionally high level reached in 1969, when two substantial acquisitions took place, and there was a lower inflow from Sweden. Investment from Switzerland, however, doubled, after falling back in 1969.

Affiliates from almost all overseas countries shared in the growth of earnings between 1969 and 1970. Affiliates of United States companies showed a rather lower rate of growth of earnings (9 per cent) than affiliates of companies in other countries (22 per cent), although the latter had tended to fall back further between 1968 and 1969. Affiliates of Canadian, Dutch and French companies showed the largest average rises in earnings.

The industrial distribution of inward earnings and investment shown in Table 8 shows rises in earnings in almost every industry, with the notable exception of the vehicle industry where earnings fell by more than three-quarters between 1969 and 1970 and were little different from the low level reached in 1967 before the upswing in profits in 1968. Affiliations in the rest of the engineering and allied industries showed substantial increases, especially in electrical engineering where earnings rose by well over a third. The only industry other than vehicles to show some falling back in earnings was distribution.

There was less uniformity in rises in investment between industries than in rises in earnings. The increases in investment in chemicals and in metal manufactures and non-electrical engineering reflected the main acquisitions during the year (of Berger, Jenson and Nicholson and of Super Oil Seals and Gaskets).

Despite the low level of earnings, there was a substantial rise in investment in the vehicle industry. Investment in the food, drink and

(continued on next page)

OVERSEAS DIRECT INVESTMENT
continued

tobacco industries fell back in 1970, and there was a very large fall in investment in banking which had risen to an exceptionally high level in 1969. Investment in manufacturing industry as a whole amounted to three-quarters of all inward investment in 1970 compared with just over two-thirds of the total in 1969.

NOTES AND DEFINITIONS

Coverage

The annual inquiry for 1970 was conducted on a voluntary basis. Response was not complete, but all the statistics include an estimate for non-response. For investment, earnings, dividends, and depreciation provisions, the estimates for non-response were derived by using all available information (eg company accounts and reports, returns at previous inquiries, discussions with the firms concerned, etc.) to construct returns for each significant firm concerned, so that estimates for non-response were made in some detail.

The incidence of non-response varies from country to country so that the detailed figures are subject to a greater margin of error than the totals, and may not be accurate to the last digit shown. Estimates for investment are less accurate than those for earnings.

Government Departments and the oil companies were excluded, as was the Commonwealth Development Corporation, which is financed by the Government, though its overseas investments include some direct investment in private industry in developing countries.

Revisions

The estimates for 1970 published last year have been revised in the light of the full annual returns. The estimates for 1971, which are based on incomplete information only, will be revised in due course in the light of the full annual inquiry for 1971 which is now about to begin. Some revisions have also been made to the estimates of outward investment in 1969.

Direct investment and earnings

The annual inquiry is taken mainly to provide statistics for Balance of Payments purposes and the concept of direct investment is that adopted by the International Monetary Fund.†

The Department of Trade and Industry inquiry is limited to direct investment by companies. It follows that holdings of shares by individuals resident in the United Kingdom in independent companies registered abroad, are regarded as portfolio and not as direct investment, even if, as in the case of some companies which have migrated, United Kingdom residents hold a majority of the issued capital.

By 'branch' is meant a 'permanent establishment' as defined for the purpose of United Kingdom tax in Statutory Instruments relating to Income Tax and Double Taxation Relief. Subsidiaries are defined as in Section 154 of the Companies Act, 1948, and associates as incorporated companies which were not subsidiaries, but in which the investing company had a holding which it regarded as a 'trade investment'.

In respect of branches, the flow of investment is represented by the change in the indebtedness of the branch to its parent company excluding the effect of revaluations. In respect of subsidiary and associated companies, it is the sum of the parent company's share of unremitted profits, the cash value of any change in the parent company's holdings of share and loan capital and the change in the indebtedness of the subsidiary or associated company to the parent company, recorded in inter-company accounts (excluding the effect of revaluations).

Borrowing from the parent company, other than through the issue of share and loan capital is included in the change in the inter-company or branch/head office accounts. Information was not collected about borrowing by overseas branches or subsidiaries from local banks or unrelated concerns, or its repayment. The unremitted profits of subsidiaries and associates are calculated as the sum of profits less dividends remitted, and less losses. Unremitted profits are negative if dividends exceed profits, or if the subsidiary makes a loss.

† Balance of Payments Manual, Third Edition, July 1961.

Earnings

These include interest received and profits, after deducting provisions for overseas taxes as well as the provisions made in the accounts for the depreciation of capital assets.

Classification by industry

Firms were asked at an earlier inquiry to describe the kind of business in which their branches, subsidiaries and associates were engaged, and this information provides the basis for the industrial classification of the data which is based on the 1968 Standard Industrial Classification. The industrial analysis of outward investment relates to the activity of the overseas affiliate, and that of inward investment to the business of the United Kingdom branch, subsidiary or associate.

Valuation

Firms were asked to return values in sterling, as entered in their books of accounts, rounded to the nearest £1,000. Where conversion from an overseas currency was involved, they were asked to use the same rate of exchange as in their own accounts.

Period covered by returns

Companies were asked to make returns in respect of the calendar year 1970 or the nearest accounting year.

In terms of earnings about half the returns on outward investment were for a year ending in December 1970, about a quarter were for a year ending before December 1970, notably September 1970, and about a quarter were for a year ending after December 1970, notably March 1971.

For inward investment, returns accounting for about three-quarters of earnings were in respect of a year ending in December 1970.

Where quarterly information existed, returns for non-calendar years were sometimes adjusted to exclude large transactions occurring outside, and to include large transactions occurring within the calendar year.

Retail sales in Northern Ireland

THE index of retail sales in Northern Ireland for December was 148 (1965= 100), 3 per cent more than in December 1970. In the fourth quarter of 1971, sales increased by 4 per cent compared with a year earlier, much in line with the increase in the third quarter.

After allowing for price changes, the total volume of sales in December 1971 was 6 per cent less than in the previous December.

Index numbers of the value of sales and percentage increases on a year earlier for the main groups of traders in December and the fourth quarter of 1971 are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales, Chichester House, 64 Chichester Street, Belfast BT1 4JX (Tel: Belfast (0232) 34488, ext. 336).

	December 1971		4th quarter 1971	
The value of sales by:	Index No. 1965 = 100	Percentage increase	Index No. 1965 = 100	Percentage increase
All kinds of business	148	3	133	4
Food shops	159	14	143	9
Non-food shops	140	− 4	127	—
Of which:				
Clothing and footwear shops	145	− 6	134	− 2
Durable goods shops	150	6	145	9
Miscellaneous non-food shops	135	2	123	4
Department and general stores	141	−22	115	−15

Analysis of man-made fibre production in 1971 : correction

IN the commentary to the above article, published on p. 456 of the March 16 issue of *Trade and Industry*, output was wrongly given in 'million metric tonnes'. This should have been 'thousand metric tonnes'.

Turnover of the motor trades in January

THE total turnover of the motor trades in January was 23 per cent more than a year earlier. This was a slightly larger increase than on average in the fourth quarter of last year, but about the same as in the third quarter.

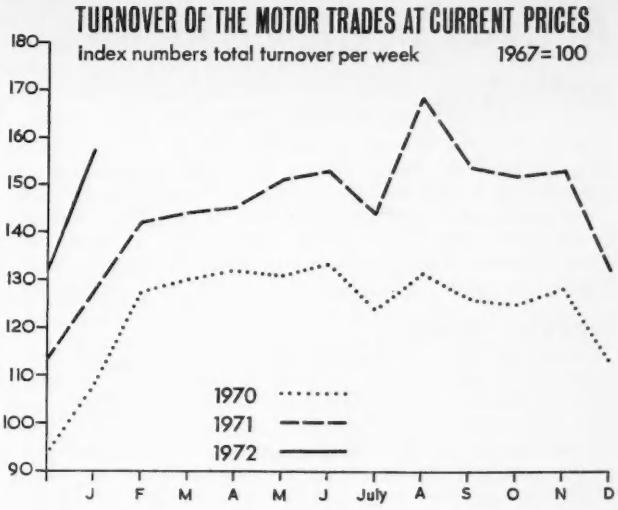
Sales of new vehicles continued strong, with a value 40 per cent more than in January last year. Sales of secondhand vehicles were up by 22 per cent, little different from the average increase in the fourth quarter of 1971.

Other sales and receipts—which include sales of petrol, oil, spare parts and accessories, and charges for servicing and repairs—were 10 per cent more in January than in the same month of last year, similar to the average increase recorded for the year 1971.

Note

The statistics are of turnover at current prices. Movements therefore include the effects of price changes.

The statistics are *not* seasonally adjusted.



INDEX NUMBERS OF TURNOVER PER WEEK AND PERCENTAGE INCREASES ON A YEAR EARLIER†

1967=100

Kind of business (Turnover in 1967 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£4,198 million)																	
1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
1970	126	122	132	127	121	107	127	130	132	131	133	124	131	126	125	128	113
1971	147	138	150	155	145	127	142	144	145	151	153	144	168	154	152	153	132
1972						157											
1971	17	13	14	22	19	19	12	11	10	15	15	15	29	23	22	19	17
1972						23											
Analysis of turnover:																	
Sales of new motor vehicles (£1,475 million)																	
1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
1970	123	125	133	120	113	100	132	139	136	128	134	112	130	119	117	122	103
1971	155	145	159	163	153	133	150	151	158	159	159	132	194	162	161	163	138
1972						186											
1971	26	16	19	35	35	33	14	8	16	25	18	18	49	36	37	33	34
1972						40											
Sales of second hand motor vehicles (£766 million)																	
1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	98	71
1970	112	112	121	114	102	92	119	121	125	123	115	110	124	109	113	114	83
1971	134	127	139	145	124	106	136	136	134	141	141	137	158	141	135	140	104
1972						129											
1971	19	13	15	27	22	15	14	12	8	14	22	24	27	29	19	23	25
1972						22											
All other sales and receipts (£1,958 million)																	
1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
1970	133	123	136	137	135	118	126	126	131	136	140	139	134	137	136	137	132
1971	146	137	148	154	147	132	137	142	140	149	154	155	152	153	152	150	139
1972						145											
1971	10	11	9	12	9	11	9	13	7	9	10	11	14	12	12	9	5
1972						10											

† The periods consist of four weeks except those marked* which are five weeks.

YOU WILL HAVE NO **CAR SHIPPING PROBLEMS** IF YOU CONTACT
BRITAIN'S LEADING AUTOMOBILE SHIPPERS
INTERCONTI FORWARDING LTD., 14 PHILPOT LANE, LONDON, E.C.3 01-623 6642/3

Activity in the chemicals industry

THIS article is one of a series published quarterly and presents the latest information available on activity in the chemicals industry as defined in Order V of the Standard Industrial Classification. Notes defining the chemicals industry and its sectors were included in the issue of the *Board of Trade Journal* of January 28, 1970. More detailed information, at product level, is published in the Business Monitor series in respect of several sectors of the industry.†

Production (Table 1)

Output of chemicals in the third quarter of 1971 was slightly lower than in the second quarter, so that output in the year so far was 2.7 per cent above that in the same period of 1970. Preliminary indications suggest that although output rose in the fourth quarter the rise was less than in the fourth quarter of 1970. As a consequence of this output in 1971 as a whole was only 2½ per cent higher than in 1970.

The low rate of growth in chemicals since mid 1970, compared both with past trends and the growth in manufacturing industry was referred to in the previous article (*Trade and Industry* November 25, 1971). This situation continued in the third quarter when output of manufacturing industry rose but there are indications that there may have been a reversal in the fourth quarter.

The sectoral analysis of the industry shows that in the third quarter output of pharmaceutical chemicals and preparations, fertilisers and, photographic chemicals continued to increase rapidly; paint, soap and detergents and inorganic chemicals recovered from falls in the second quarter to levels slightly above those in the first quarter; dyestuffs and pigments rose to the highest level recorded in 1971 but output in the first three quarters was 3.6 per cent below that in the first three quarters of 1970: synthetic rubber recovered from the decline in the second quarter but was still well below the quarterly average for 1970; synthetic resins and plastics remained virtually unchanged again. Significant declines in output were recorded for other chemical industries, formulated pesticides, toilet preparations, organic chemicals, and other chemicals. Most of the fall in organic chemicals was accounted for by monomers the output of which is expected to have been very high in the fourth quarter, as new plant came on stream.

† A full list of Business Monitor titles was last published in *Trade and Industry* on December 16, 1971.

Imports and exports (Tables 2 and 3)

The value of *imports* at current prices in the fourth quarter of 1971, fell for the third successive quarter and imports for the year were about 5 per cent higher than in 1970. Significantly the figure for the fourth quarter of 1971 was 3 per cent below the figure for the same quarter of 1970; organic and inorganic chemicals and syn-

Index numbers 1963 = 100

	1968 MLH	Weights	1964	1965	1966	1967	1968	1969	1970	1970 (Seasonally adjusted) 2nd qtr.	3rd qtr.	4th qtr.	1971 (Seasonally adjusted) 1st qtr.	2nd qtr.	3rd qtr.	% Growth rates 1963/70	% Growth rates 1969/70
Inorganic chemicals	271/1	11.2	111	118	119	124	130	133	138	136	138	143	139	138	140	*4.7*	*4.0*
Organic chemicals	271/2	13.7	112	118	122	127	143	160	168	169	172	166	170	164	156	*7.7*	*5.0*
Coal tar products		1.9	100	94	90	84	76	67	61	62	62	59	54	50	49	*–6.8*	*–9.5*
Monomers		4.5	124	135	147	157	188	225	230	229	232	230	248	246	229	*12.7*	*2.1*
Other organic chemicals		7.3	109	113	115	119	132	143	157	160	163	155	152	144	139	*6.6*	*9.4*
Other chemicals	271/3	11.2	111	112	117	124	136	140	143	145	146	145	148	151	145	*5.2*	*2.2*
Pharmaceuticals chemicals and preparations	272	13.0	111	126	145	156	167	189	208	204	212	218	213	227	232	*11.0*	*9.9*
Toilet preparations	273	3.9	108	110	117	122	121	119	123	122	119	129	128	130	122	*2.9*	*3.8*
Paint	274	7.3	107	107	108	112	118	120	127	125	132	130	127	124	128	*3.5*	*5.7*
Soap and detergents	275	4.0	102	101	103	104	108	114	113	114	115	114	110	104	111	*1.8*	*–0.9*
Synthetic resins and plastics materials	276/1	10.7	114	123	135	147	169	185	198	200	203	203	203	204	204	*10.3*	*7.5*
Synthetic rubber	276/2	1.0	122	137	152	160	186	214	240	241	251	240	222	181	216	*13.3*	*12.0*
Dyestuffs and pigments	277	6.0	116	137	137	137	152	161	177	179	178	174	168	172	176	*8.5*	*10.1*
Fertilisers	278	4.0	101	100	98	106	107	100	109	103	116	120	108	113	126	*1.2*	*9.3*
Other chemical industries	279	14.0	105	113	118	129	129	132	137	137	139	141	132	140	134	*4.3*	*3.6*
Of which: Formulated pesticides, etc.	279/4	1.6	114	121	139	146	166	186	194	186	186	221	187	214	183	*9.9*	*4.1*
Photographic chemical materials	279/7	2.6	111	120	129	138	150	163	179	183	189	179	177	181	194	*8.9*	*9.6*
Total	Order V	100.0	109.6	117.1	123.4	130.4	140.0	148.0	157.9	158.3	160.2	162.0	159.3	161.7	160.3(a)	*6.7*	*5.8*
Total all manufacturing industry			108.7	112.4	114.2	114.2	121.4	125.6	127.1	126.1	127.3	128.4	126.8	127.3	128.2(b)	*3.5*	*1.2*

(a) The provisional index for the fourth quarter of 1971 is 165.
(b) The provisional index for the fourth quarter of 1971 is 127.

The Industrial Law Journal

The first issue of this new journal, which will be indispensable as a means of keeping up to date with every aspect of Industrial Law, is now available. Edited by Bob Hepple, the INDUSTRIAL LAW JOURNAL will be published four times a year and regular features will be Articles; Recent Legislation; Recent Cases (courts and tribunals); Arbitration, C.I.R. and Inquiry Practice; Social Security relating to Labour Law; and Reviews of Books and Reports.

Single parts £1 each
Annual subscription £3 (postage 30p)

Published on behalf of the Industrial Law Society by

Sweet & Maxwell, 11 New Fetter Lane, London EC4P 4EE

thetic resins contributed to the fall between the third and fourth quarters. Inorganic and organic chemicals were the only sectors to show a decline in imports between 1970 and 1971.

The value of *exports* at current prices in the fourth quarter was 10 per cent higher than the corresponding quarter of 1970. This brought the figure for 1971 to a level 13 per cent above that for 1970. The value in 1971 was 1.6 times the value of imports; this is the highest ratio since 1966.

Home market prices (Table 4)

The provisional estimates of home market prices in the fourth quarter show a rise of less than ½ per cent over the previous quarter. Four sectors of the industry showed a slight drop in prices, whilst soap and formulated pesticides showed the largest increases of 1½ per cent and just under 2½ per cent respectively. In 1971, prices in both the chemicals industry and the manufacturing sector were about 8 per cent higher than in 1970: this is the first occasion since the series started in 1963 that the rise in manufacturing industry has not been higher than that in the chemicals industry.

Prices of materials and fuel purchased (Table 5)

The provisional figures for the fourth quarter show a fall in both chemicals and all manufacturing industry. The level for 1971 in chemicals is 8½ per cent above that in 1970, more than 2½ times the average annual increase between 1963 and 1970.

Capital expenditure (Table 7)

In the third quarter the provisional figure at 1963 prices, seasonally adjusted shows a substantial rise over the revised second quarter figure which was very low. The total however for the year so far is well below the corresponding figure for 1970.

TABLE 2. IMPORTS OF THE CHEMICAL INDUSTRY: CURRENT PRICES

£ million

	Inorganic chemicals	Organic chemicals	Other chemicals	Pharm. chems. and preps.	Toilet preparations	Paint	Soap and detergents	Synthetic resins	Synthetic rubber	Dyestuffs and pigments	Fertilisers	Products of other chemical industries	Total
	271/1	271/2	271/3	272	273	274	275	276/1	276/2	277	278	279	
1963	18.5	54.7	32.1	8.4	2.0	1.9	4.0	42.6	10.8	11.2	20.1	12.0	218.4
1964	26.0	71.0	38.0	8.9	2.7	2.2	3.3	53.5	11.7	14.9	18.8	14.2	265.1
1965	29.4	86.0	43.4	13.4	2.8	2.4	3.6	53.6	10.0	15.3	19.6	15.6	295.1
1966	33.1	85.4	43.2	16.4	3.2	2.7	5.0	58.4	11.1	15.7	17.9	17.1	309.2
1967	38.0	95.4	44.2	17.5	3.3	3.4	5.7	64.2	13.0	17.9	26.3	19.0	347.9
1968	46.8	118.1	59.1	21.8	4.4	4.5	7.5	81.3	14.6	24.8	29.2	22.8	434.9
1969	56.9	136.4	66.6	29.1	4.6	4.8	6.7	91.4	16.8	25.0	24.2	24.1	486.6
1970	70.5	160.7	71.7	38.4	5.1	5.5	5.8	109.0	18.8	26.7	23.1	30.6	565.9
1971	68.3	147.3	82.5	42.2	6.2	5.9	9.4	116.5	20.5	35.7	25.9	34.9	595.2
1969 1st quarter	13.0	30.7	17.7	6.3	0.8	1.0	1.6	20.3	.9	6.5	.0	6.0	115.8
2nd quarter	15.2	34.6	16.8	7.1	1.2	1.3	1.7	24.9	4.6	6.8	5.7	6.3	126.2
3rd quarter	14.3	35.0	15.4	7.7	1.4	1.3	1.7	23.4	4.1	5.7	6.1	6.3	122.4
4th quarter	14.4	36.0	16.7	8.0	1.1	1.3	1.6	22.8	4.2	6.0	4.4	5.6	122.1
1970 1st quarter	17.3	37.6	16.9	9.6	0.9	1.3	1.3	25.1	4.5	5.7	7.3	8.1	135.5
2nd quarter	17.3	40.5	19.4	8.8	1.4	1.5	1.6	28.1	5.2	6.7	4.4	7.7	142.8
3rd quarter	16.7	40.4	17.0	9.1	1.6	1.6	1.4	27.3	4.0	7.5	4.9	7.7	139.2
4th quarter	19.2	42.2	18.5	10.9	1.2	1.1	1.5	28.4	5.0	6.8	6.5	7.2	148.4
1971 1st quarter	18.0	40.2	20.2	10.3	1.3	1.3	1.9	28.3	4.6	9.2	8.9	9.9	153.9
2nd quarter	18.6	36.4	21.8	10.8	1.8	1.4	2.6	29.7	5.3	9.5	5.1	9.0	152.1
3rd quarter	13.9	35.3	21.7	9.9	1.8	1.6	2.5	30.7	5.6	8.3	6.0	8.2	145.4
4th quarter	17.8	35.4	18.9	11.2	1.3	1.6	2.4	27.8	5.0	8.7	6.0	7.7	143.9

TABLE 3. EXPORTS OF THE CHEMICAL INDUSTRY: CURRENT PRICES

£ million

	Inorganic chemicals	Organic chemicals	Other chemicals	Pharm. chems. and preps.	Toilet preparations	Paint	Soap and detergents	Synthetic resins	Synthetic rubber	Dyestuffs and pigments	Fertilisers	Products of other chemical industries	Of which pesticides	Photographic chemicals	Total
	271/1	271/2	271/3	272	273	274	275	276/1	276/2	277	278	279	279/4	279/7	
1963	34.7	58.3	57.0	50.9	10.7	14.0	15.2	61.0	7.2	30.3	4.9	47.2	10.5	13.4	391.4
1964	38.6	65.2	63.7	56.4	11.3	14.3	15.3	71.2	7.8	35.6	5.9	51.8	12.1	14.7	437.1
1965	42.6	64.6	70.9	63.6	12.0	14.0	15.3	79.8	9.2	35.6	8.1	54.3	11.9	16.4	470.0
1966	41.9	69.7	74.3	70.4	13.0	14.1	14.9	86.0	10.7	36.8	7.8	60.3	15.0	17.2	499.7
1967	41.4	75.4	77.5	75.2	14.0	13.4	16.2	91.5	10.0	37.5	8.4	63.6	17.0	19.1	524.0
1968	50.1	99.3	93.9	92.6	17.3	16.3	18.6	107.0	14.1	45.1	7.5	82.9	21.0	27.3	644.7
1969	51.3	109.8	109.5	112.9	20.4	17.6	22.5	124.1	17.5	50.1	5.4	99.0	26.2	33.5	740.1
1970	61.5	135.7	127.0	134.1	22.4	19.5	23.5	139.1	19.8	53.6	4.8	105.0	26.5	39.8	846.2
1971	62.7	154.4	148.9	161.1	23.9	21.6	23.8	154.9	22.2	58.7	3.6	121.0	32.7	45.3	956.8
1969 1st quarter	11.5	24.3	23.8	25.3	4.3	4.0	4.9	27.8	4.2	11.1	1.9	22.4	6.4	6.6	165.5
2nd quarter	13.8	26.8	28.5	28.6	5.0	4.4	5.1	32.3	4.3	12.7	1.0	26.3	7.3	9.0	188.8
3rd quarter	13.2	28.7	29.0	29.0	5.1	4.4	6.2	30.2	4.0	12.4	0.8	24.8	6.1	8.9	187.8
4th quarter	12.8	30.0	28.3	29.9	5.9	4.9	6.3	33.8	5.0	13.9	1.6	25.5	6.4	9.0	197.9
1970 1st quarter	13.7	31.8	29.1	31.0	5.0	4.3	5.6	33.2	4.4	12.5	1.7	25.0	8.0	8.1	197.2
2nd quarter	18.3	33.0	31.6	32.7	6.0	5.1	6.0	37.8	5.9	14.3	1.4	29.4	8.3	11.1	221.4
3rd quarter	13.8	32.6	30.5	31.3	5.3	4.4	5.6	31.2	4.6	12.7	0.6	24.0	5.1	10.3	196.7
4th quarter	15.9	38.3	35.8	39.0	6.2	5.6	6.3	37.0	4.9	14.1	1.1	26.5	5.0	10.3	230.8
1971 1st quarter	14.8	35.3	30.5	34.3	5.1	4.9	5.6	34.2	5.3	13.2	1.4	26.8	8.1	9.5	211.6
2nd quarter	16.7	41.2	37.6	44.6	5.9	5.6	6.2	39.8	5.0	14.7	0.8	33.3	9.8	12.3	251.2
3rd quarter	15.3	38.1	42.4	40.4	6.0	5.2	6.0	38.2	5.5	14.8	0.4	28.7	7.1	11.8	241.0
4th quarter	15.8	39.9	38.3	41.9	6.9	5.8	6.0	42.7	6.4	16.0	1.0	32.2	7.7	11.8	253.1

(continued on next page)

ACTIVITY IN THE CHEMICALS INDUSTRY
continued

TABLE 4. HOME MARKET PRICES

1963 = 100

	1968 MLH	1964	1965	1966	1967	1968	1969	1970	1971	1969	1970				1971			
										4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p
Inorganic chemicals	271/1	101.2	101.9	105.5	105.9	110.0	113.2	118.7	127.9	114.7	116.4	119.3	119.5	119.8	125.2	127.8	129.2	129.4
Organic chemicals	271/2	98.6	96.6	96.2	96.2	98.1	97.8	99.1	105.6	97.6	97.2	97.9	1005.	100.7	103.7	105.6	106.5	106.4
Other chemicals	271/3	98.6	99.8	99.6	100.9	102.0	103.8	107.3	114.0	104.7	103.9	105.3	110.0	109.9	113.6	114.2	114.2	114.1
Pharmaceutical chemicals	272	98.7	96.5	92.9	92.2	93.8	94.7	104.7	115.9	96.7	98.5	104.7	107.3	108.2	112.5	118.0	118.8	118.7
Pharmaceutical preparations	272	99.2	98.1	95.8	94.8	95.5	94.8	96.7	101.4	95.0	95.5	96.4	97.4	97.7	98.3	100.7	103.0	103.5
Toilet preparations	273	103.5	109.3	113.3	114.5	121.2	123.4	131.1	141.8	124.2	126.5	129.5	132.7	135.8	136.7	140.1	144.9	145.6
Paint	274	100.4	101.4	101.6	101.7	103.9	104.8	111.1	124.8	104.8	105.5	110.6	111.4	117.0	121.7	125.3	126.0	126.0
Soap	275	104.0	114.7	115.4	113.7	116.1	121.3	131.6	142.4	123.4	126.9	130.7	133.5	135.2	139.1	140.1	144.1	146.3
Synthetic detergents	275	100.9	103.4	103.4	100.9	102.2	105.6	110.9	117.0	108.5	108.9	109.2	112.5	113.0	113.6	117.2	118.2	118.9
Synthetic resins and plastic materials	276/1	98.0	96.1	95.3	93.4	95.6	96.5	99.6	103.8	97.2	97.6	99.2	100.4	101.0	102.8	103.8	103.8	104.7
Dyestuffs and pigments	277	101.4	109.9	112.2	112.5	114.0	118.8	127.8	143.0	120.5	121.7	124.7	132.5	132.3	137.9	141.5	146.3	146.1
Formulated pesticides	279/4	98.0	99.3	102.5	102.8	106.3	105.3	107.2	111.0	105.8	106.1	105.5	108.4	108.8	109.8	110.4	110.5	113.2
Photographic chemical materials	279/7	101.6	102.5	102.6	104.5	117.6	118.3	122.0	128.9	118.4	119.2	119.8	124.0	124.8	126.2	127.8	130.3	131.2
Total	Order V*	100.1	101.0	101.7	102.1	105.4	106.4	111.2	120.2	107.4	108.3	110.3	112.3	113.7	117.4	119.7	121.5	122.1
Total All manufacturing industry		102.9	106.8	109.6	110.9	115.3	119.8	127.7	137.8	121.7	124.2	126.6	128.7	131.4	134.4	137.2	139.2	140.2

* This price index refers only to sales outside the chemicals industry, including sectors not shown above
p = provisional

TABLE 5. PRICES OF MATERIALS AND FUEL PURCHASED BY THE CHEMICALS AND ALLIED INDUSTRIES (ORDER V) AND BY MANUFACTURING INDUSTRY

1963 = 100

	1964	1965	1966	1967	1968	1969	1970	1971	1969	1970				1971			
									4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p
Order V	103.8	107.6	108.4	110.0	114.4	116.7	123.7	134.2	118.7	120.7	122.4	123.7	127.8	131.4	134.2	136.0	135.3
Manufacturing industry	104.1	105.4	108.0	107.5	117.3	121.4	126.2	132.4	124.1	126.3	126.1	124.9	127.3	129.7	133.1	133.9	132.9

TABLE 6. EMPLOYMENT (GREAT BRITAIN)†

	1968	1970				1971		
	MLH	March	June	Sept.	Dec.	March	June	Sept.
General chemicals	271	144.5	137.7	135.1	133.7	132.5	131.5	130.1
Pharmaceutical chemicals and preparations	272	71.9	75.2	76.6	77.6	77.3	76.9	77.1
Toilet preparations	273	26.1	23.2	24.0	24.1	23.1	24.0	24.7
Paint	274	33.8	33.8	34.1	33.4	33.1	31.9	31.9
Soap and detergents	275	24.8	21.5	21.1	20.8	20.4	19.7	19.8
Synthetic resins and plastics materials and synthetic rubber	276	58.7	59.5	60.1	59.5	59.0	57.5	56.9
Dyestuffs and pigments	277	26.0	26.6	26.9	27.1	26.9	26.5	26.5
Fertilisers	278	13.7	13.0	13.0	13.2	13.3	13.0	13.0
Other chemical industries	279	76.4	81.9	81.6	80.2	78.6	77.8	77.4
Total		475.9	472.5	472.5	469.6	464.2	458.8	457.4

† Employment in the chemicals industry in Northern Ireland is about 3,500: of which 1,000 is in General Chemicals: 1,700 in Synthetic Resins and Plastics Materials and 600 in Fertilisers. From June 1970 onwards, all figures have been revised to take account of information derived from the mid-1970 count of national insurance cards.

TABLE 7. CAPITAL EXPENDITURE

	Current prices	£ million 1963 prices
1963	134	134
1964	168	165
1965	224	209
1966	259	229
1967	217	191
1968	225	190
1969	270	221
1970	381	281
	Actual	Seasonally adjusted
1968 3rd quarter	51	46
4th quarter	74	55
1969 1st quarter	55	49
2nd quarter	65	55
3rd quarter	68	60
4th quarter	82	57
1970 1st quarter	82	67
2nd quarter	90	69
3rd quarter	93	72
4th quarter	115	73
1971 1st quarter	92	68
2nd quarter r	84	58
3rd quarter p	91	65

r Revised

ELEPHANTIDE *for all Oil Immersed Electrical Apparatus, such as*
TRANSFORMERS, SWITCHGEAR etc. Also PRESS PAPERS FOR CLOTH FINISHING
B.S. & W. WHITELEY LIMITED
Pool-in-Wharfedale, Yorkshire. Telephone: Arthington 2121. Telex 55103

New Business Monitor for general chemicals . . .

THE first three quarters' results for the three new statistical inquiries into manufacturers sales of inorganic, organic and miscellaneous chemicals are published in a new combined Business Monitor in the Production Series. The figures for the first and second quarters of 1971 relate to the sales and receipts of establishments in Great Britain classified to the General Chemicals Industry; from the third quarter of 1971 the inquiries were extended to include Northern Ireland.

The figures in the new Monitor are compiled from returns received from establishments with 25 or more employees classified to Minimum List Heading 271/1, 271/2 and 271/3 of the Standard Industrial Classification (inorganic, organic and miscellaneous chemicals). They also include sales of the principal products of this industry by establishments employing 25 or more persons classified to Minimum List Heading 272 (Pharmaceutical Chemicals and Preparations) and 274 (Paint).

The inquiries were started after consultation with industry and are designed to fit into the new system of industrial statistics being introduced by the government statistical service. It was expected that it would take some time for these inquiries to settle down and this proved to be the case. Response in the first quarter, in view of the detailed nature of the inquiry, was slow but this has improved considerably in succeeding quarters and it is hoped to speed up the publication progressively of future results.

The new Monitor (reference P102), which does not replace the existing Business Monitor (reference P66), is available on subscription of 37½p. per year from HMSO, P.O. Box 569, London SE1 9NH.

. . . and for motor cycles and pedal cycles

THE first results of a new statistical inquiry into manufacturers' sales of motor cycles, pedal cycles and associated products have now been published in the Business Monitor series. The figures relate to the second and third quarters of 1971. This inquiry replaces the former monthly inquiry.

The inquiry was started after consultation with the industry and is designed to fit into the new system of industrial statistics being introduced by the Government Statistical Service.

The new Monitor (reference P2) is available on subscription of 37½p per year from Her Majesty's Stationery Office, P.O. Box 569, London SE1 9NH.

Business Monitor titles available

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

Production series

Monthly at £1 a year post free:
- Metal-working machine tools for December
- Gramophone records for December
- Cars and commercial vehicles for January

Quarterly at 37½p a year post free:
- General chemicals for first, second and third quarters 1971
- Colours for fourth quarter 1971
- Gloves for third quarter 1971
- Engineers' tools for third quarter 1971
- Miscellaneous manufactures of paper and board for third quarter 1971
- Musical instruments for second quarter 1971
- Ball and roller bearings for fourth quarter 1971
- Hearing aids for fourth quarter 1971

Service and distributive series

Monthly at 60p each a year post free:
- Catering trades for January

A complete list of titles of Business Monitors was last published in *Trade and Industry* on December 16, on page 562.

EFTA's exports up 10.7 per cent in 1971

SUBSTANTIAL rises in exports by the United Kingdom and Switzerland played the biggest part in the 10.7 per cent increase in EFTA's exports achieved in 1971. Total exports of the group were a record US $47,881 million.

Concerning the performance of the individual countries, the 13.8 per cent growth in exports recorded by the United Kingdom included larger rises in sales in non-European markets than either to EFTA (up 8.2 per cent) or to the EC (up 9.9 per cent). By contrast, the greatest expansion attained by Swiss exporters was in sales to other EFTA countries, which rose by 16.3 per cent, and to the EC (12.4 per cent).

With the exception of the UK and Iceland, all the EFTA countries reported a larger increase in their exports to their EFTA partners than in exports to the EC. As a result, the growth in intra-EFTA trade amounted to 10.4 per cent, not far short of the average increase in total EFTA exports, and more than the 7.5 per cent rise recorded in EFTA exports to the EC.

Of the Nordic countries, only Denmark and Sweden increased their exports to the EEC, and only Denmark came close to the average rise in EFTA's sales to this market.

EFTA's exports to the US were 14.1 per cent higher than the year previously but this figure conceals the fact that exports to this market in the last quarter of 1971 were no higher than a year earlier, probably because of the dock strike.

Imports

EFTA's imports from the world as a whole in 1971 were a record US $55,243 million, a rise of 7.9 per cent on the previous year. With the exception of Sweden, whose imports were virtually unchanged, all the EFTA countries reported a higher level of imports.

Suppliers in the EC countries were able to claim a larger share of the EFTA market, with a 9.2 per cent rise in the Association's imports. On the other hand there was a 4.2 per cent drop in imports from the US, as five of the EFTA countries, including the three largest markets, reported lower purchases during 1971.

'EFTA Bulletin'—revised series of country statistics

THE March issue of the *EFTA Bulletin* includes the first two in the revised series of 'Facts and Figures' which will give up-to-date statistics of all the EFTA countries in turn. Austria and Denmark are the subjects of the first two supplements. These two countries are also featured in a new series of articles entitled 'Twelve Years with EFTA'.

Three items of special interest in the context of the current EEC negotiations with the EFTA non-candidates are also included. In this and forthcoming issues, the *Bulletin* will state the case of the EFTA non-candidates for free trade treatment to be given to those 'sensitive' products listed in the EEC negotiating mandate, ie those for which Community industries have asked for protection to be continued for longer than the normal five year transition period.

The Finnish paper sector is the subject of this month's article entitled 'Finnish paper no threat to enlarged EEC'. Excerpts from the Address to the European Management Forum by the Secretary-General of EFTA are included. Sir John Coulson spoke about the success of the EFTA arrangement and the need to negotiate for complete free trade in industrial products over all the existing membership of EFTA and of the Communities by the end of 1977.

The continuing diary of events of the EEC negotiations reports on the EC Council meeting concerning the contents of the agreements to be made with the non-candidates, and on the first meetings of the working party for Switzerland.

Copies of the March *Bulletin* and other EFTA publications are available free of charge from the EEC/EFTA Information Unit, DTI, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877, ext. 2480/2479).

Hosiery and other knitted goods—index of production

In the three months ended January 1972 the volume of production of hosiery and other knitted goods (including knitted fabrics) was provisionally estimated to have been 5 per cent more than in the three months ended October 1971.

The above comparison has been based on the seasonally adjusted figures in the accompanying table.

The seasonally adjusted figures for 1971 are based on the seasonal pattern up to the end of 1970 and may be subjected to slight revision when the complete figures for 1971 have been incorporated.

The actual figures allow for differences in the lengths of calendar months, but not for holidays or other seasonal variations.

A short note on the construction of the index was given in the *Board of Trade Journal*, dated May 27, 1970 (page 1455).

1963 = 100

1964	109
1965	114
1966	114
1967	114
1968	132
1969	147
1970	149
1971 p	149

	Actual	Seasonally adjusted
1969 1st quarter	133	143
2nd quarter	145	153
3rd quarter	143	144
4th quarter	166	147
1970 1st quarter	138	153
2nd quarter	143	146
3rd quarter	144	146
4th quarter	170	151
1971 1st quarter	133	143
2nd quarter	145	153
3rd quarter p	148	150
4th quarter p	170	151
1970 April	140	141
May	135	151
June	155	147
July	127	141
August	140	154
September	166	144
October	184	153
November	184	151
December	144	149
1971 January	124	150
February	135	138
March	140	140
April	136	151
May	149	160
June	150	149
July p	142	158
August p	134	148
September p	166	144
October p	182	151
November p	181	148
December p	149	154
1972 January p	135	164

Textile industry: orders and deliveries

In the three months ended December 1971 net new orders received by the textile industry were provisionally estimated to have been 10 per cent more than in the three months ended September 1971: deliveries were 1 per cent less. Orders-on-hand at the end of December were 5 per cent higher than at the end of September. These comparisons are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)	Net new orders	Deliveries
	December 1962 = 100	Average 1963 Deliveries = 100	Average 1963 Deliveries = 100
1963	117	105	100
1964	129	106	103
1965	124	103	104
1966	105	97	102
1967	118	102	99
1968	144	118	111
1969	134	113	113
1970	125	112	114
1971 p	126	113	113

	Orders-on-hand (end period)		Net new orders		Deliveries	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	148	144	121	113	116	113
2nd quarter	143	143	109	114	115	116
3rd quarter	133	137	93	106	103	112
4th quarter	134	134	119	109	118	112
1970 1st quarter	137	132	118	113	114	114
2nd quarter	130	129	109	110	117	114
3rd quarter	127	131	102	116	105	114
4th quarter	125	125	119	110	121	115
1971 1st quarter	123	118	113	106	114	113
2nd quarter	126	124	115	116	112	110
3rd quarter p	117	120	95	110	105	115
4th quarter p	126	126	130	121	121	114
1970 April	135	132	112	112	120	113
May	132	130	105	109	113	116
June	130	129	110	109	117	112
July	128	130	89	115	95	111
August	126	130	96	119	104	120
September	127	131	121	115	116	111
October	126	130	124	114	128	117
November	127	127	134	109	131	117
December	125	125	98	107	104	111
1971 January	124	122	108	107	110	116
February	123	120	113	105	116	112
March	123	118	117	106	116	112
April	125	122	112	114	106	102
May	126	123	120	122	119	118
June	126	124	113	113	111	109
July p	119	119	76	101	99	116
August p	118	120	95	119	99	116
September p	117	120	115	110	117	113
October p	118	119	129	117	126	118
November p	120	118	134	110	128	116
December p	126	126	127	135	109	109

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30, 1970 (page 587).

British Labour Statistics: Historical Abstract 1886-1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years.
It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. £7 (by post £7.24)

Free lists of titles (please specify subject/s) are available from Her Majesty's Stationery Office, P6A, Atlantic House, Holborn Viaduct London, EC1P 1BN.

HMSO

Government publications can be bought from the Government Bookshops in London (Post orders to P/O Box 569, SE1 9NH), Belfast, Edinburgh, Cardiff, Manchester, Birmingham and Bristol, or through booksellers

Sales by wholesale textile houses

SALES by wholesale textile houses in January showed an increase of 9 per cent on a year earlier, compared with increases of 6 per cent in November and 7 per cent in December.

The value of stocks at the end of January was 19 per cent higher than a year earlier.

TABLE 1. TOTAL SALES AND STOCKS

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	*–3*	..	..
1967	104	*–5*	..	..
1968	108	*4*	..	..
1969	103	*–5*	..	..
1970	107	*4*	..	..
1971	115	*8*	..	..
1970 1st quarter	90	*2*	161	*5*
2nd quarter	97	*–2*	140	*1*
3rd quarter	105	*5*	146	*–7*
4th quarter	135	*8*	143	*–3*
1971 1st quarter	100	*10*	147	*–8*
2nd quarter	106	*10*	135	*–4*
3rd quarter	115	*9*	148	*1*
4th quarter	140	*4*	152	*6*
1971 January	66	*9*	128	*–8*
February	99	*8*	139	*–10*
March	134	*13*	147	*–8*
April	115	*12*	136	*–7*
May	101	*10*	137	*–9*
June	103	*8*	135	*–4*
July	90	*8*	137	*–6*
August	110	*10*	142	*–1*
September	145	*8*	148	*1*
October	155	*1*	138	*7*
November	131	*6*	155	*10*
December	135	*7*	152	*6*
1972 January	72	*9*	152	*19*

TABLE 2. ANALYSIS BY DEPARTMENT

Percentage increase compared with a year earlier

	Sales	Stocks (‡)
	January 1972	January 1972
Women's knitted outerwear, blouses and skirts	–16	10
Women's coats, costumes, furs and raincoats	1	42
Women's underwear	– 9	30
Women's hose and children's socks	–36	–14
Women's millinery	25	– 9
Haberdashery, ribbons and wool	8	44
Children's wear	—	50
Men's and boys' shirts, pyjamas and outfitting	19	34
Gloves	–28	40
Piece-goods and nets	–30	4
Household textiles	– 9	34
Floor coverings, furniture and hardware	26	16
Boots and shoes	–13	33
Total†	9	19

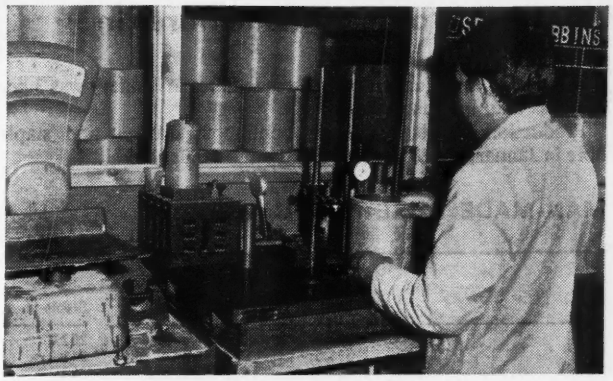
† Including some items not included among the sub-headings.
‡ Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 3 Berners Street, London W1P 4JP (Tel. 01-580 2902).

Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London, EC1P 1BN. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies; carriage extra.



Dimensional checking and test for close concentricity being carried out on Lantex spin bobbins at the Crawley factory of Langley London Ltd. These bobbins, specially developed for nylon and polyester man-made fibres, are exported to 35 countries.

Made-up clothing: orders and deliveries

IN the three months ended December 1971 net new orders received by the made-up clothing industry were provisionally estimated to have been 11 per cent more than in the three months ended September 1971. Since deliveries which rose by 1 per cent, were less than net new orders the order books at the end of December were 8 per cent higher than at the end of September.

MADE-UP CLOTHING

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	107		101		100	
1964	112		104		104	
1965	137		112		109	
1966	114		106		109	
1967	124		107		105	
1968	148		110		107	
1969	143		107		107	
1970	155		112		111	
1971	184		120		116	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	132	143	101	102	109	106
2nd quarter	143	134	110	105	104	109
3rd quarter	133	145	102	114	108	108
4th quarter	143	143	114	106	108	107
1970 1st quarter	140	149	109	114	110	110
2nd quarter	151	142	115	106	109	110
3rd quarter	142	151	105	115	110	110
4th quarter	155	155	121	115	114	112
1971 1st quarter	153	169	118	121	119	115
2nd quarter	184	178	130	123	113	118
3rd quarter	161	171	102	112	115	115
4th quarter	184	184	131	124	118	117
1970 April	139	147	111	103	112	107
May	149	144	121	107	105	113
June	151	142	114	108	110	111
July	146	143	97	110	105	108
August	138	139	88	107	101	113
September	142	151	130	128	123	108
October	149	154	138	119	126	114
November	158	152	133	108	118	110
December	155	155	92	118	97	112
1971 January	166	171	125	142	107	122
February	155	164	102	100	120	111
March	153	169	125	121	128	113
April	152	167	114	118	115	121
May	182	179	165	146	116	125
June	184	178	111	106	107	108
July	174	173	94	106	111	115
August	160	161	81	99	104	117
September	161	171	132	130	130	114
October	167	173	143	124	133	120
November p	185	178	153	124	124	116
December p	184	184	97	124	98	114

Production of man-made fibres in January

THE volume of production of man-made fibres in January was 3 per cent less than in January 1971.

Production by weight of both continuous filament and staple fibre in January was 8 per cent less than in January 1971.

MAN-MADE FIBRE PRODUCTION

Thousand metric tonnes (†)

	Total	Continuous filament (singles)	Staple fibre
1964	374.3	171.5	202.8
1965	391.0	179.8	211.2
1966	399.9	186.6	213.3
1967	433.2	198.9	234.4
1968	539.1	241.8	297.4
1969	553.9	252.5	301.5
1970	599.4	257.6	341.9
1971	613.1	276.4	336.7
1970 1st quarter	146.8	63.4	83.4
2nd quarter	155.7	67.6	88.0
3rd quarter	148.7	60.7	88.0
4th quarter	148.3	65.8	82.5
1971 1st quarter	157.2	72.1	85.1
2nd quarter	153.2	69.5	83.7
3rd quarter	147.8	66.3	81.5
4th quarter	154.8	68.5	86.4
1970 October	48.8	22.0	26.8
November	50.0	22.7	27.3
December	49.4	21.0	28.4
1971 January	52.2	24.7	27.6
October	52.4	23.6	28.8
November	52.0	23.2	28.9
December	50.4	21.7	28.7
1972 January	48.0	22.6	25.3

(†) From July 1967, the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

INDEX OF THE VOLUME OF PRODUCTION OF MAN-MADE FIBRES 1963 = 100

1964	117
1965	129
1966	142
1967	154
1968	201
1969	213
1970	238
1971	252

	Actual	Seasonally adjusted
1970 1st quarter	228	214
2nd quarter	248	236
3rd quarter	234	258
4th quarter	241	243
1971 1st quarter	263	252
2nd quarter	253	242
3rd quarter	241	263
4th quarter	250	252
1970 October	240	247
November	251	248
December	233	233
1971 January	256	248
October	250	257
November	260	254
December	239	243
1972 January	250	242

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1971, and may be subject to slight revision when the complete figures for 1972 are incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

Tel. 01-799 5685, ext. 111 or 264.

Production in the cotton industry

THE volume of production in the cotton industry (including the processing of man-made continuous filament yarns and finishing) in December 1971 was 1 per cent less than in December 1970.

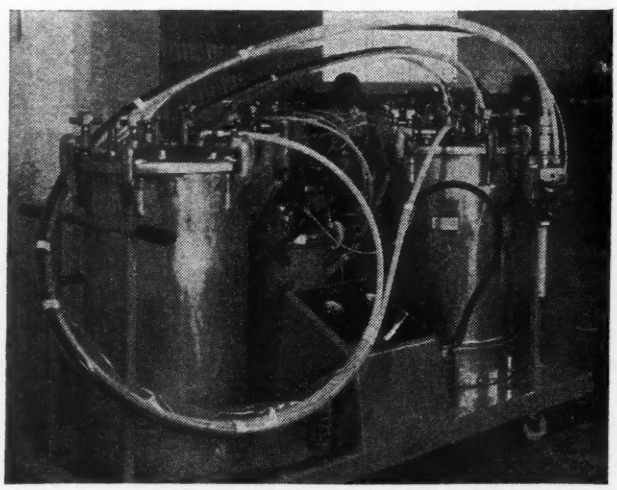
Statistics issued by the Textile Council show that in the year 1971 the amount of cloth woven was 7 per cent less than 1970. Production of single yarn was 8 per cent less and the amount of yarn doubled 15 per cent less.

PRODUCTION IN THE COTTON INDUSTRY

Annual totals and weekly averages

	Single yarn(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488.7	127.0	131.4	107.0	..	1,014.1	560.3
1964	508.1	145.9	136.1	120.0	40.7	1,033.1	610.1
1965	484.8	142.5	131.5	120.3	47.5	1,015.0	624.4
1966	455.7	136.2	123.1	110.2	62.2	915.3	616.6
1967	383.8	124.8	108.1	105.2	78.4	745.0	529.8
1968	377.4	148.7	110.0	114.6	113.6	730.7	554.8
1969	366.4	161.3	103.2	134.3	150.5	723.4	588.5
1970	349.8	170.7	95.2	126.3	181.7	686.4	529.6
1971	293.2	183.6	187.3		213.0	611.4	524.7
1971 January	7.1	3.9	1.9	2.4	4.4	13.5	11.1
February	6.7	4.0	1.9	2.4	4.5	13.3	11.1
March*	6.5	3.9	1.7	2.3	4.2	13.0	10.7
April	5.2	3.4	1.6	1.9	4.1	11.1	9.3
May	6.4	4.0	1.8	2.4	4.3	12.7	11.1
June*	4.8	3.1	1.4	1.7	3.8	11.7	9.7
July	4.8	2.9	**3.4		3.3	7.3	7.4
August	5.6	3.7	3.5		3.6	12.0	10.2
September*	4.8	3.2	2.9		3.8	10.8	9.1
October	6.0	4.0	3.8		4.6	12.7	11.2
November	5.9	3.8	3.7		4.7	12.6	11.3
December*	4.5	2.9	2.9		3.9	10.6	9.3

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. (§) Deliveries. ** Can no longer be shown separately.



'Resinject' polyester resin injection machines for moulding glass fibre-reinforced plastics being prepared for export at the North Elmham, Norfolk, factory of Bouvier-Newlove (UK) Ltd. With 80 machines ordered since November 1970—one third of them for overseas—the firm is planning to expand its exports, principally through an EEC sales office due to be opened soon in Paris.

Output of the wool textile industry

THE volume of production in the wool textile industry in December 1971 was 4 per cent more than in December 1970.

Statistics issued by the Wool Industry Bureau of Statistics show that in the year 1971 deliveries of woven fabrics (excluding blankets) were 14 per cent less than in 1970, and deliveries of worsted yarn (excluding semi-worsted yarn) were 6 per cent less.

Production of wool and hair tops was 17 per cent less and of man-made fibre tops 18 per cent less.

OUTPUT OF THE WOOL TEXTILE INDUSTRY

	Consumption	Production			Deliveries			
	Raw Wool (Clean weight)	Tops		Woollen Yarn (†)	Worsted Yarn (§)	Woven Fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and Hair	Man-made Fibres			Woollen	Worsted	
	Million kilos					Million sq. yds.		
1963	207.7	137.9	19.1	142.0	108.7	176.8	148.6	35.1
1964	189.7	120.3	25.8	147.8	105.8	177.1	148.3	32.9
1965	182.6	112.3	25.9	146.0	103.2	175.3	147.6	32.8
1966	176.1	104.2	28.5	142.7	100.2	168.4	133.9	30.5
1967	163.3	92.1	27.6	138.1	89.6	163.2	131.3	28.7
1968	177.5	96.6	36.4	147.4	98.2	162.4	132.3	32.7
1969	174.5	92.0	42.2	142.2	100.5	155.6	130.6	32.2
1970	153.1	79.7	44.6	129.4	97.6	138.1	119.3	29.4
1971	141.2	66.2	36.6	130.7	93.0	121.9	100.3	34.1
1970 1st quarter	41.8	22.5	11.2	33.7	24.5	33.3	31.0	7.5
2nd quarter	41.7	22.2	11.5	33.5	26.1	36.8	31.1	6.3
3rd quarter	32.8	17.5	10.5	27.9	21.9	33.8	26.5	6.9
4th quarter	36.8	17.6	11.3	34.3	25.0	34.3	30.8	8.6
1971 1st quarter	37.4	17.7	8.4	35.4	23.6	30.0	27.4	9.1
2nd quarter	37.4	17.1	8.7	34.9	23.8	33.1	24.5	7.4
3rd quarter	30.4	15.0	8.4	27.2	21.6	29.3	22.5	8.1
4th quarter	36.0	16.5	11.2	33.2	23.9	29.6	25.9	9.5
1970 October	12.1	5.7	4.3	11.7	8.9	12.4	10.8	3.4
November	12.9	6.2	4.1	11.7	8.4	11.8	10.6	2.6
December	11.8	5.6	3.0	11.0	7.7	10.1	9.5	2.6
1971 January	12.0	5.6	2.8	11.2	7.4	10.2	9.2	3.2
February	11.7	5.6	2.7	11.2	7.6	9.5	8.5	2.9
March	13.7	6.5	2.9	13.1	8.6	10.2	9.7	3.0
April	12.2	5.7	2.7	11.5	7.7	9.9	8.1	2.9
May	13.1	6.1	3.2	11.9	7.9	11.9	8.3	2.1
June	12.1	5.4	2.8	11.5	8.2	11.2	8.1	2.5
July	10.2	5.4	3.0	8.5	7.1	9.9	7.5	2.5
August	8.9	4.1	2.3	8.4	6.3	9.4	6.5	3.0
September	11.3	5.5	3.1	10.3	8.2	10.1	8.5	2.6
October	11.8	5.2	3.0	10.9	8.0	9.9	8.3	3.2
November	12.2	5.6	4.3	11.2	8.6	10.2	9.1	3.2
December	12.0	5.7	3.9	11·2	7.4	9.4	8.5	3.1

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In December deliveries of semi-worsted yarn were 0.8 million kilos.

EXPORTS OF WOOL TEXTILE PRODUCTS

	Total	Wool tops		Yarns		Woven fabrics (‡)		Other wool textile products†
	£m.	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yd.	£m.
1963	130.87	42.82	96.01	21.27	33.87	63.77	89.26	3.00
1964	131.82	38.39	75.15	22.09	32.12	67.23	89.42	4.11
1965	122.07	28.98	64.00	20.51	30.20	68.00	88.78	4.59
1966	116.29	28.68	62.66	20.06	29.50	63.86	81.18	3.69
1967	103.79	22.54	51.41	18.04	27.70	59.84	75.64	3.37
1968	114.80	23.94	56.08	20.44	31.62	66.14	83.03	4.28
1969	125.41	26.55	57.35	23.32	35.45	71.08	83.07	4.45
1970	117.25	20.38	46.47	23.37	34.94	70.00	74.76	3.50
1971	106.82	16.28	41.13	23.28	35.00	62.57	64.94	4.70
1969 1st quarter	28.13	6.05	13.37	5.39	8.28	15.69	19.10	1.00
2nd quarter	33.24	7.92	17.00	5.95	8.89	18.33	21.12	1.05
3rd quarter	32.52	6.85	14.40	5.94	8.91	18.54	21.84	1.20
4th quarter	31.52	5.73	12.59	6.06	9.36	18.53	21.02	1.20
1970 1st quarter	28.94	5.49	12.45	6.01	8.93	16.59	18.78	0.85
2nd quarter	30.81	5.73	12.83	6.35	9.61	17.94	18.96	0.79
3rd quarter	28.84	5.33	11.90	5.26	7.80	17.46	18.42	0.80
4th quarter	28.66	3.82	9.30	5.75	8.61	18.03	18.59	1.06
1971 1st quarter	23.30	4.04	9.71	5.21	7.71	13.18	13.87	0.87
2nd quarter	29.43	4.32	10.69	6.44	10.17	17.42	17.15	1.25
3rd quarter	26.21	4.12	10.46	5.37	7.81	15.45	16.86	1.27
4th quarter	27.89	3.80	10.28	6.26	9.31	16.52	17.06	1.31

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets: travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheeps' or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table; sheeps' or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheeps' or lambs' wool or fine animal hair.

(‡) Excluding mechanical cloths from January 1970.

Output prices rise ½ per cent in February

THE price index for home sales of manufactured products rose about ½ per cent in February on provisional figures, which was higher than the average monthly rate of increase of about ¼ per cent in the preceding six months. Prices of a number of manufactured foods fell but in sectors other than food, drink, and tobacco, the increase in February amounted to about ¾ per cent. During the past six months the index for all manufactured products has risen 2 per cent compared with 3½ per cent in the preceding six months.

The provisional price index for basic materials and fuel purchased by manufacturing industry fell back by ½ per cent in February, after rising in each of the preceding three months, owing to decreases in a wide range of food materials. The index in February was much the same as six months before, but nearly 4 per cent higher than in February last year.

Materials and fuel purchased by broad sectors of industry (Table 1)

The provisional price index for the food manufacturing industries fell nearly 3 per cent in February and compared with six months before was 2 per cent higher, an increase that could be expected on seasonal grounds. The index for the textile industries rose 1½ per cent, continuing the strong rate of increase which amounted to 6 per cent in the six months up to February. The index for the electrical engineering industries rose 1½ per cent in February bringing the increase in the past three months to 2½ per cent; this follows a reduction of similar magnitude during the preceding three months and largely reflects fluctuations in world lead and

(*continued on next page*)

CHART I
All Manufacturing Industry

Notes on Wholesale Price Index Numbers

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in *Trade and Industry* of March 9, 1972.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London, S.W.1. 3DB. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering).

TABLE 1. PRICE INDEX NUMBERS OF MATERIALS PURCHASED 1963 = 100

1968 SIC		1970	1971				1971							1972	
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Feb.	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan. p	Feb. p
	Materials and fuel purchased by manufacturing industry														
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	127.3	129.7	133.1	133.9	132.9	129.2	135.3	133.8	132.5	132.3	132.8	133.6	134.8	134.0
	Basic materials	126.8	129.0	131.5	132.3	131.2	128.4	134.0	132.2	130.7	130.5	131.0	131.9	133.4	132.5
	†Fuel	129.9	133.8	143.0	143.4	143.4	133.5	143.4	143.4	143.4	143.4	143.4	143.4	143.4	143.4
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink, and tobacco manufacturing industries	127.8	131.2	137.3	137.9	136.2	130.6	138.9	137.9	136.8	136.3	136.1	136.1	136.5	137.2
	Basic materials other than fuel	127.3	130.7	136.0	136.6	134.5	130.0	137.9	136.7	135.2	134.6	134.4	134.5	135.0	135.8
	Materials and fuel purchased by Selected Broad Sectors of Industry														
211 to 229	Food manufacturing industries	126.5	127.4	126.0	128.0	129.0	126.9	129.7	127.9	126.4	127.1	128.8	131.0	133.8	130.2
Order V	Chemicals and allied industries	127.8	131.4	134.2	136.0	135.2	131.4	136.6	136.1	135.4	135.7	135.1	134.8	134.7	134.4
311 to 312	Steel industries	131.7	135.4	140.8	141.0	141.0	135.3	141.2	140.9	140.8	141.0	141.1	140.8	140.6	140.5
Order VII (excluding MLH 342)	Mechanical engineering industries	138.9	140.5	147.2	148.0	147.4	140.0	148.3	148.1	147.7	147.4	147.2	147.4	147.7	147.9
Order IX	Electrical engineering industries	146.0	146.9	153.8	152.0	148.9	146.0	153.0	152.3	150.7	149.3	148.6	149.0	150.4	152.5
361	Electrical machinery industry	146.1	147.4	154.1	154.1	152.5	146.6	154.6	154.1	153.5	152.8	152.3	152.2	152.9	153.5
Order XII	Textile industries	103.8	105.6	108.6	110.2	110.7	105.4	110.2	110.6	110.0	109.7	110.4	111.9	115.3	117.1
Order XV	Clothing and footwear industries	122.6	124.0	126.4	128.1	128.6	124.0	128.0	128.1	128.3	128.6	128.5	128.8	128.9	129.5
Order XVII	Timber industries	137.4	139.9	142.8	144.0	144.9	139.9	143.7	143.9	144.4	144.5	144.9	145.4	145.9	146.7
481 to 484	Paper industries	137.3	139.7	141.6	142.0	141.7	139.8	142.1	142.1	141.8	141.8	141.8	141.6	139.7	139.4
Order XX	Construction materials	133.1	136.0	141.5	144.3	144.9	136.1	143.9	144.3	144.6	144.7	144.8	145.2	145.7	146.2
Part of Order XX	House building materials	135.5	138.4	143.0	145.9	146.8	138.5	145.3	146.0	146.4	146.5	146.7	147.1	147.6	148.0

†Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

CHART 2
Manufacturing Industry (other than food,drink & tobacco)

CHART 3
Food Manufacturing Industries

WHOLESALE PRICE INDEX NUMBERS

continued

copper prices. Prices of materials and fuel purchased by the clothing and footwear and timber industries increased by ½ per cent in February and were respectively 1 and 2 per cent higher than six months before. Index numbers for other sectors of manufacturing industry changed by under ½ per cent in February and were in each case below their level six months before.

Output of broad sectors of industry: Home sales (Table 2)

Reductions in prices of sugar, bacon and ham and oils and fats in February were only partly offset by increases in other manufactured food prices, and the index for the food sector fell ½ per cent. The index has risen by the comparatively small amount of 1 per cent in the six months up to February.

Among the non-food sectors, steel prices have been very little changed since May but price index numbers for other sectors continued to rise in February. During the past six months index numbers for most sectors have risen by between 2 and 3 per cent, with a more substantial increase of 4 per cent in the index for the timber industries.

TABLE 2. PRICE INDEX NUMBERS OF OUTPUT

1963 = 100

1968 SIC		1970	1971				1971							1972	
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Feb.	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan. p	Feb. p
Orders III to XIX	Output of Manufactured Products														
	Total sales	132.8	135.8	138.7	140.9	142.2	135.7	140.5	141.0	141.2	141.8	142.1	142.6	143.6	144.3
	Home sales	131.4	134.4	137.2	139.2	140.0	134.5	139.0	139.3	139.5	139.8	139.9	140.3	141.3	142.0
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries:														
	Total sales	131.2	134.4	137.7	140.2	141.9	134.3	139.7	140.3	140.7	141.5	141.9	142.2	143.4	144.6
	Home sales	128.4	131.7	135.0	137.2	138.3	131.7	136.9	137.3	137.6	138.3	138.3	138.4	139.7	140.9
211 to 229	Output of Selected Broad Sectors of Industry Products of the food manufacturing industries:														
	Home sales	133.2	136.8	139.4	141.8	142.3	136.7	141.7	142.0	141.8	141.4	141.9	143.6	144.3	143.5
Order V	Chemicals and allied industries:														
	Total sales	118.3	121.4	122.5	124.4	124.9	121.9	124.3	124.7	124.3	124.4	125.1	125.1	125.8	126.1
	Home sales	113.7	117.4	119.8	121.5	122.2	118.0	121.1	121.7	121.8	122.1	122.2	122.3	123.3	123.7
311 and 312	Steel industries:														
	Total sales	134.4	134.8	141.5	142.7	143.1	134.7	142.2	143.0	143.1	143.1	142.8	143.4	143.4	143.4
	Home sales	133.8	134.7	142.7	143.8	143.7	134.7	143.9	143.8	143.8	143.7	143.7	143.7	143.7	143.7
Orders VII to XII	Engineering and allied industries:														
	Total sales	134.2	137.5	141.2	144.2	146.5	137.4	143.5	144.2	144.9	146.0	146.7	146.7	147.8	149.3
	Home sales	132.0	134.9	138.4	140.5	141.6	134.8	140.3	140.5	140.8	141.4	141.5	141.6	143.0	144.5
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	136.9	140.0	143.4	146.4	147.5	140.0	145.9	146.3	146.8	147.4	147.5	147.7	149.4	150.2
Order IX	Electrical engineering:														
	Home sales	130.1	133.3	134.7	136.0	136.5	133.2	135.8	135.9	136.2	136.5	136.6	136.3	137.5	139.1
Order XIII	Textile industries:														
	Total sales	118.8	120.3	122.3	123.5	124.0	120.1	123.7	123.3	123.7	124.0	123.4	124.5	124.9	125.8
	Home sales	117.8	119.1	120.8	122.4	123.0	119.1	122.3	122.4	122.6	122.8	122.9	123.3	123.9	124.8
Order XV	Clothing and footwear: Home sales	118.8	120.6	121.6	123.2	124.6	120.7	122.6	123.1	123.9	124.3	124.5	124.6	125.7	126.9
Order XVII	Timber industries: Home sales	134.5	140.2	142.0	145.0	147.1	140.7	144.4	144.9	145.5	146.5	147.1	147.5	149.0	150.5
481 to 484	Paper industries: Home sales	135.4	137.8	139.3	140.4	141.6	137.7	140.0	140.5	140.7	141.0	141.6	142.2	143.3	143.8
Order XX	New construction‡	135	138	142	144					142			144 p		

‡ Index of building costs relate to average for the quarter.

(continued on next page)

WHOLESALE PRICE INDEX NUMBERS
continued

TABLE 3(a) COMMODITIES PRODUCED IN THE UNITED KINGDOM 1963 = 100

1968 SIC		1971 Feb.	1971 Nov.	1971 Dec.	1972 Jan. p	1972 Feb. p
101	Coal	145.7	160.0	160.0	160.0	160.0
102/2	Slates	150.5	150.5	150.5	160.9	..
109/3	Salt	104.6	117.4	117.4	117.4	117.4
211	Flour	130.1	130.1	130.1	130.1	130.1
216	Sugar refined	100.2	112.6	130.8	141.4	130.2
217	Chocolate and sugar confectionery	139.6	148.8	149.2	151.4	153.4
231	Beer	153.2	153.0	153.6	153.6	153.6
240	Tobacco and cigarettes	139.9	139.9	139.9	139.9	139.9
262	Motor spirit. Two Star (including duty)	153.2	155.0	155.0	155.0	155.0
262	Medium fuel oil (950 secs.)	135.0	141.1	141.1	141.1	141.1
263	Lubricating oil and greases	123.6	132.4	132.4	132.4	132.4
271	General chemicals	113.4	115.5	115.5	115.9	116.1
272	Pharmaceutical chemicals	112.5	118.6	118.7	118.8	118.8
272	Pharmaceutical preparations	98.3	103.6	103.6	104.2	104.9
273	Toilet preparations	136.7	145.8	145.9	148.7	148.9
274	Paint	123.6	126.3	126.3	127.5	130.1
275	Soap	139.0	146.2	146.7	147.5	147.8
275	Soapless detergents‡‡	113.4	118.7	119.4	119.6	119.6
276/1	Synthetic resins and plastics materials	102.6 r	104.8	105.0	105.5	105.5
279/7	Photographic paper and films and photochemical materials	126.4	131.4	132.1	132.1	132.1
311/2	Steel sheets	128.1	135.4	135.4	135.4	135.4
311/2	Tinplate	134.2	143.2	143.2	143.2	143.2
311/2	Other finished steels	134.6	143.9	143.8	143.8	143.8
312	Steel tubes	146.8	158.4	158.4	158.4	158.4
313/3 and 313/4	Iron castings	136.2	149.8	150.4	151.1	151.2
321	Aluminium and aluminium alloy products:					
	Rolled	148.9	148.9	148.9	148.9	148.9
	Extruded and drawn	152.0	152.0	152.0	152.0	152.0
	Casitngs	153.0	160.8	160.8	160.8	165.8
	Forgings	140.0	140.0	140.0	140.0	140.0
322	Brass ingot 65-35 B.S. 1400 B.3 delivered	201.3	187.0	187.7	190.7	191.7
331	Agricultural machinery	133.3	143.3	144.3	145.2	145.8
336	Construction and earth-moving equipment	137.5	146.7	147.4	148.6	148.7
337 2	Cranes	130.7	135.9	136.0	136.7	136.7
339/6	Portable power tools	126.7	132.0	132.0	132.0	132.0
353/1	Dental goods	142.9	144.8	145.1	146.4	148.7
365/1	Gramophone records, etc.	111.6	114.9	114.9	114.9	115.9
368	Domestic electrical appliances	116.7	119.9	120.1	120.1	122.8
391	Tools and implements	146.3	153.7	154.2	155.4	155.4
392	Cutlery and tableware	139.9	144.4	144.2	146.0	147.0
	Knives, scissors, etc.	147.2	151.2	151.4	153.7	153.7
	Spoons and forks	169.0	170.6	169.7	170.9	170.9
399/6	Domestic hollow-ware	177.5	182.6	182.6	186.6	186.8
399/7	Vats, tanks, cisterns and other industrial hollow-ware	136.1	147.7	147.7	148.3	148.3
399/9	Domestic gas appliances	114.8	120.4	120.4	120.5	120.6
411	Man-made fibres	92.8	92.2	92.6	92.6	93.8
412, 414/5 and 415	Man-made fibres yarns	114.2	119.0	117.8	117.7	119.2
412/1	Cotton and cotton mixture yarns	147.7	161.0	164.2	165.5	..
413/1	Cotton cloth	148.5	155.8	156.6	156.7	..
413/5	Man-made fibres fabrics	116.8	121.0	121.3	121.3	121.3
413/6	Linen	142.8	148.0	148.0	148.2	148.3

1968 SIC		1971 Feb.	1971 Nov.	1971 Dec.	1972 Jan. p	1972 Feb. p
414/1	Wool tops	72.6	72.3	74.7	79.1	88.6
414/2	Worsted yarns	97.3	100.3	102.0	105.9	111.0
415/1	Jute yarn	158.2	175.4	192.4	192.4	192.4
415/2	Jute piece-goods	147.0	161.5	183.5	183.5	183.5
416	Rope, twine and net	111.0	114.1	114.7	115.0	115.0
417	Hosiery and other knitted goods	100.9	101.4	101.5	102.2	102.2
419	Carpets and rugs	122.5	126.7	126.7	127.5	128.1
422/2	Canvas goods and sacks	117.4	126.0	128.1	128.1	128.1
429/1	Asbestos manufactures	128.2	132.6	132.6	132.3	132.3
431/1	Leather for footwear	134.0	139.9	140.3	..	..
432/1	Travel goods	134.7	136.7	136.7	139.5	139.7
441-449	Made-up clothing§§	120.7	123.9	123.9	124.7	125.4
441	Weatherproof outerwear	111.9	114.0	114.0	114.4	114.2
442	Men's and boys' tailored outerwear§	124.2	129.0	129.1	129.4	130.5
443	Women's and girls' tailored outerwear	120.8	124.0	124.1	124.3	124.5
445/1	Women's and girls' light outerwear	118.8	119.4	119.4	120.2	120.3
450	Footwear	120.2	125.5	126.0	127.4	127.7
461/1	Refractory goods, including bricks	136.1	140.8	140.8	140.8	140.8
461/2	Non-refractory goods including bricks	132.8	139.9	139.9	140.6	140.9
	Building bricks, fletton common, *delivered*	145.8	156.4	156.4	156.4	156.4
	Building bricks, common other than fletton, *ex-works*	143.1	152.4	152.6	153.6	153.6
462/3	Domestic china and earthenware	151.4	164.6	164.6	165.9	165.9
463/1	Flat glass (including safety and silvered glass)	121.9	134.6	134.6	134.6	134.6
463/1	Other glass products (except containers)	127.1	140.4	140.4	142.3	142.4
463/2	Glass containers	132.2	143.1	143.3	143.3	143.0
464	Cement, delivered	137.8	163.3	163.3	163.3	163.3
469/1	Abrasive paper and cloth	128.8	140.9	140.9	140.9	140.9
469/2	Cast stone and cast concrete products	125.5	..	..	..	..
471/1	Home-grown hardwood, sawn	128.0	133.5	134.0	134.1	134.5
471/2	Building joinery†	152.6	163.0	164.5	164.6	164.7
472	Domestic furniture	136.0	142.0	142.0	143.6	145.0
473	Bedding, etc.	144.4	149.8	149.8	150.9	151.5
481	Paper and board	135.5	137.0	137.2	138.9	139.4
482/1	Cardboard boxes, cartons and fibreboard packing cases	144.8	151.2	151.9	151.9	151.9
482/2	Packaging products of paper etc.	132.4	138.0	139.8	140.6	140.8
	Paper bags	130.8	141.2	141.2	142.5	142.5
483	Manufactured stationery	141.9	148.0	148.0	148.3	148.6
484/1	Wallpaper	157.2	157.9	157.9	164.6	164.6
491/1	Rubber tyres and tubes	132.4	136.3	136.2	136.2	136.2
491/2	Rubber goods (other than tyres and tubes)	135.9	141.2	141.2	141.2	141.6
492	Linoleum and felt base	148.5	153.0	153.0	153.0	153.0
493	Brushes and brooms	130.5	132.4	135.6	139.0	139.5
494/1	Toys and games††	138.0 r	144.4	144.9	150.0	150.7
494/2	Perambulators, etc.	132.1	142.2	142.2	144.0	144.1
494/3	Sports equipment	121.9	124.0	124.0	125.8	..
495/1	Pens and pencils	125.7	130.8	130.8	132.3	132.3
495/2	Other stationers goods	130.0	136.5	136.5	136.9	137.2
496/2	Plastics products (other than components and accessories)	103.2	105.4	105.7	106.3	106.3

§ Revised index number August 1971 = 126.2, September = 129.0, October = 129.0.
§§ Revised index number, August 1971 = 122.6, September = 123.5, October = 123.8.
† Revised index number, October 1971 = 162.7.
‡ Revised index number July 1971 = 142.4.
‡‡ Revised index number July 1971 = 118.1.
†† Revised index number January 1971 = 136.5, July = 141.9.

TABLE 3(b) COMMODITIES WHOLLY OR PARTLY IMPORTED INTO THE UNITED KINGDOM 1963 = 100

	1971			1972	
	Feb.	Nov.	Dec.	Jan.	Feb.
Hides and skins	122.6	151.7	157.3	161.4	174.3
Imported	132.8	156.7	159.6	160.4	172.6
Native	108.7	144.7	154.2	162.6	176.6
Non-ferrous metals:					
Aluminium, virgin ingot delivered	144.4	144.4	144.4	144.4	144.4
Copper, ex-ship wharf or warehouse†	183.7	176.1	178.3	181.6	185.0
Lead, ex-ship wharf or warehouse†	177.1	142.2	146.2	156.7	180.1
Nickel refined, delivered§	194.2	194.2	194.2	194.2	194.2
Tin ingot, min. 99.75%†	161.2	157.8	158.2	157.6	157.8
Zinc, ex-ship, wharf or warehouse†	149.8	182.5	187.7	195.2	197.9
Oils, resins and gums:					
Palm, oil cif, in bulk	135.1	125.5	119.0	—	—
Palm oil, crude ex-refinery in bulk	152.2	132.9	122.8	116.4	116.4
Whale oil, crude	178.1	125.9	125.9	125.9	125.9
Natural rubber	76.9	66.4	68.1	68.9	67.9
Sulphur, crude cif (for acid making)	124.9	112.7	112.7	105.0	105.0

	1971			1972	
	Feb.	Nov.	Dec.	Jan.	Feb.
Textiles:					
Cotton, raw	114.6	130.4	133.8	139.6	140.6
Jute, raw, BWC grades, cif Dundee	158.3	169.8	180.8	206.9	199.7
Jute, raw, BWB grade cif Dundee	146.3	155.2	165.4	189.5	182.7
Silk, raw, delivered mill	161.8	151.9	153.6	157.3	156.0 p
Sisal, East Africa, No. 1 grade, cif London	50.9	49.2	48.3	..	..
Wool, raw	67.0	69.3	70.5	76.5	82.5 p
Crossbred, medium and coarse, cif UK	61.9	67.8	68.7	77.6	82.2 p
Crossbred, fine, cif UK	68.1	68.4	69.6	76.5	82.2 p
Merino, cif UK	69.8	72.3	73.2	77.8	86.0 p
Timber:					
Imported hardwood (ex-yard or wharf)‡	143.3	152.5	153.0	155.3 p	156.7 p
Imported plywood (delivered to consumers)	145.6	150.6	152.9	153.1	153.1 p
Imported softwood (delivered to consumers)	143.1	145.2	145.6	145.9	..
Woodpulp, imported	150.0	148.3	147.2	142.2 p	141.1 p

† LME settlement price.
‡ Revised index number July 1971 = 147.7, September = 149.7, October = 149.9.
§ Producers' price.

Revised series of wholesale price index numbers

The present series of wholesale price index numbers which are on the base 1963 is to be replaced by a new series based on 1968 with 1970 as 100. The new series will be introduced early next year and until then the present series will be continued.

1963 = 100 Series

As wholesale price index numbers may be used in long-term contracts to take account of changes in cost of materials the Department of Trade & Industry will continue to publish the indices which appear in Table 1 with 1963 as 100 at least until December 1975, and requests for the continued publication on this basis of other index numbers will be considered. These indices will show the same month-to-month percentage movement as the corresponding indices in the new series from the month in which the latter is introduced.

1970 = 100 Series

The new series of index numbers is being rebased on the 1968 pattern of sales and purchases but with the reference year of 1970 taken as 100. The index numbers will measure changes in the price of the 1968 quantities sold or purchased, and will express the price of these quantities as a percentage of their average price in 1970. The adoption of the 1968 pattern of sales and purchases is owing to the fact that the 1968 Census of Production is the most up-to-date source for most of the detailed information required; the selection of 1970 rather than 1968 as the reference year is in accordance with international recommendations.

Statistical form filling

IN answer to a question in Parliament on March 14, on what action he proposed to take on the recommendations of the Bolton Committee for the strengthening of arrangements for the scrutiny of statistical surveys, Mr. Edward Heath, the Prime Minister, stated: 'The Bolton Committee made a number of recommendations on statistical forms and procedures aimed at reducing the burden on firms of official form-filling. The Government substantially accepts these recommendations, and my hon. Friend the Parliamentary Under-Secretary of State for Industry will be making an announcement shortly.

'Two of the recommendations (Report of the Committee of Inquiry on Small Firms, paragraphy 15.34, numbers 2 and 3) ask for a strengthening of existing arrangements for the scrutiny of statistical surveys. Although these arrangements, based on the Survey Control Unit at the Central Statistical Office, have operated with some success and were in fact favourably commented on by the Bolton Committee, the Government accepts that they could be strengthened.

'I have, therefore, asked all Ministers to ensure that no new statistical surveys or significant alterations to existing surveys are proposed without first consulting the Central Statistical Office. I have also asked them to ensure that the central record of existing surveys remains comprehensive.

'These arrangements cover all statistical surveys carried out either by, or on behalf of, all Departments, and public bodies whose activities are the direct responsibility of a Department. All surveys collecting information wholly or primarily for statistical purposes, and inquiries conducted for other purposes containing questions which are solely for statistical purposes, are to be reported to the Central Statistical Office. Surveys directed to all types of respondents, other than those within the central government service, are to be reported, provided that they are directed to 10 or more respondents.

'The Central Statistical Office will consider all these proposals together with existing surveys; and where necessary will propose changes to the Departments concerned.

'I believe that these arrangements will enable us to exercise closer scrutiny over statistical form-filling; and that they will contribute further to the Government's efforts to cut out unnecessary and time-consuming paper work.'

Business Statistics Office

A revised version of the booklet giving a general account of the background and activities of the Business Statistics Office is now available. Copies can be obtained from the Business Statistics Office, Lime Grove, Ruislip, Middlesex HA4 8RS Tel. 01-866 8771, ext. 17 or 123).

Upward trend in January tourist arrivals

Two hundred and nine thousand foreign visitors (excluding Commonwealth citizens and visitors from the Irish Republic) arrived in the United Kingdom in January, an increase of 19 per cent over January 1971, according to figures issued by the Department of Trade and Industry and the British Tourist Authority on March 7.

Most of the increase came from the US and from countries in Western Europe, both areas showing increases over 19 per cent. A British Tourist Authority spokesman said that the increase in visits from the US undoubtedly reflects the popularity and success of the newly introduced special eight-day winter fares. He said that the success of short stay packages from Europe to London explained part of the rise in numbers from Western Europe. In the case of France, the figures were certainly influenced by the international rugby match.

Seasonally adjusted figures

On a seasonally adjusted basis it is clear that the underlying trend of overseas visits is again upward. The seasonally adjusted figure for January is equivalent to 482,000 which is higher than for any month in 1971.

Overseas tourists spend more in UK than British spend abroad

On the basis of figures for the final quarter of 1971 the Department of Trade and Industry estimate that in the year 1971 as a whole, overseas visitors spent £469 million in the UK, an increase of 8 per cent compared with their spending in 1970, a lower rate of increase than in the previous three years.

By contrast, UK residents' expenditure overseas was £443 million, a rise of 15 per cent compared with 1970. This was only a slightly smaller increase than in 1969 and 1970. The rise in 1971 was brought about by continued growth in the number of visits abroad encouraged by a large increase in the number of low priced off season travel packages, as well as by an increase in the average expenditure per visit.

Accordingly, receipts from foreign visitors at £469 million exceeded UK residents' expenditure overseas at £443 million for the fourth year in succession although the difference was less than in 1970. Before 1968, expenditure by UK residents overseas was substantially greater than overseas visitors' expenditure in this country.

Looking at the fourth quarter only, expenditure by overseas visitors to the UK on a seasonally adjusted basis was equivalent to £128 million compared with spending by UK residents travelling abroad equivalent to £117 million.

Notes

The figures for travel earnings and expenditure are based on the International Passenger Survey sponsored by the Department of Trade and Industry. More detailed results of this Survey will be published in the Business Monitor series later this month.

The figures in Table 1 are limited to visitors of foreign nationality, who represent about two thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than US citizens) arriving from the Irish Republic.

The figures in Table 2 cover earnings from all visitors including those from the Commonwealth and the Irish Republic; and expenditure of all UK residents visiting overseas.

Seasonally adjusted figures: Simple comparisons of monthly or quarterly figures can be misleading. For example, the increase in number in April 1971 compared with a year earlier was partly due to Easter having been later that year than in 1970. The seasonally adjusted figures provide a better basis for comparison with other months or quarters, or for judging current trends.

In estimating the seasonal adjustments, allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of the varying date of Easter on the number of Western Europe visitors.

TABLE 1. NUMBER OF FOREIGN VISITORS

Thousands per month

	Total	Western Europe	United States	Other foreign countries
1964	160	95	49	16
1965	180	108	56	17
1966	207	123	63	21
1967	227	134	70	23
1968	259	157	73	29
1969	320	190	95	35
1970	378	221	117	41
1971	416	241	129	46

	Total		Western Europe		United States		Other foreign countries	
1970	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
January	149	349	88	200	38	108	23	41
February	147	351	92	201	35	109	19	41
March	296	396	207	228	63	125	27	43
April	312	372	201	227	79	105	32	40
May	415	382	252	238	123	107	41	37
June	509	372	265	223	197	112	48	37
July	822	351	500	200	251	113	71	38
August	681	383	373	220	239	123	69	40
September	447	391	222	226	165	122	60	43
October	315	398	178	240	96	117	42	42
November	213	395	128	233	59	122	26	41
December	235	401	147	234	57	121	30	46
1971								
January	176	410	103	233	46	126	27	51
February	182	422	119	253	40	122	23	47
March	248	389	160	230	60	116	27	43
April	411	432	278	263	97	125	36	44
May	459	413	266	242	146	126	47	45
June	571	405	304	243	212	118	55	44
July	908	385	560	220	265	120	83	45
August	690	382	373	216	239	120	78	46
September	479	405	229	226	184	133	65	46
October	371	448	198	252	125	149	48	47
November	242	442	145	253	69	144	28	45
December	256	460	158	260	65	150	33	50
1972								
January	209	482	122	274	56	154	31	54

source: Home Office

TABLE 2. OVERSEAS EARNINGS AND EXPENDITURE

£ million

	Earnings from overseas visitors to UK		Expenditure by UK residents abroad	
1969	359		324	
1970	433		385	
1971p	469		443	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1971 1st quarter	58	109	50	110
2nd quarter	115	113	108	107
3rd quarter	199	119	212	109
4th quarter	97	128	73	117

p = provisional
source: International Passenger Survey.

HINTS TO BUSINESS MEN

DTI's *Hints to Business Men* booklets cover over 100 countries individually, and provide invaluable information on such subjects as industries, economic factors, the nature and extent of imports and exports, population, travel, hotels, climate, currency and public holidays. Copies are available free to British businessmen visiting any country on export business. Apply to; Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU. Tel. 01-248 5757 ext 7146.

Steel consumption and stocks in the fourth quarter of 1971

Consumption of steel

CONSUMPTION of finished steel in the fourth quarter of 1971 is now estimated at 3,997,000 tons (5,476,000 tons ingot equivalent) after adjustment for normal seasonal variation. This is an upward revision of the provisional estimate in respect of the same quarter published a month ago. The decline in steel consumption which started in the second quarter of 1971 has continued into the fourth quarter, though at a very much reduced rate. Details are given in Table 1.

Stocks held by merchants and consumers

Seasonally adjusted stocks are now estimated to have fallen by 308,000 tons (422,000 tons ingot equivalent), 102,000 tons more than was reported in the provisional assessment. Most sectors of steel users drew considerably on stocks, with the largest reductions shown in the constructional engineering and building and mechanical engineering sectors.

TABLE 1. CONSUMPTION OF FINISHED STEEL BY USING INDUSTRY

Thousand tons

	1970		1971				1970		1971			
	3rd qtr. †	4th qtr.	1st qtr. p	2nd qtr. p	3rd qtr. p	4th qtr. p	3rd qtr. †	4th qtr.	1st qtr. p	2nd qtr. p	3rd qtr. p	4th qtr. p
							Seasonally adjusted					
Coalmining	88	109	N.A.	N.A.	N.A.	N.A.	98	108	N.A.	N.A.	N.A.	N.A.
Railways and rolling stock	105	95	N.A.	N.A.	N.A.	N.A.	118	94	N.A.	N.A.	N.A.	N.A.
Shipbuilding	159	175	N.A.	N.A.	N.A.	N.A.	173	172	N.A.	N.A.	N.A.	N.A.
Constructional engineering and building	677	675	N.A.	N.A.	N.A.	N.A.	712	678	N.A.	N.A.	N.A.	N.A.
Electrical engineering	182	178	N.A.	N.A.	N.A.	N.A.	202	171	N.A.	N.A.	N.A.	N.A.
Mechanical engineering	910	908	N.A.	N.A.	N.A.	N.A.	976	896	N.A.	N.A.	N.A.	N.A.
Motor vehicles	493	565	N.A.	N.A.	N.A.	N.A.	551	584	N.A.	N.A.	N.A.	N.A.
Hollow ware	272	273	N.A.	N.A.	N.A.	N.A.	278	284	N.A.	N.A.	N.A.	N.A.
Wire and wire manufactures	279	312	N.A.	N.A.	N.A.	N.A.	308	312	N.A.	N.A.	N.A.	N.A.
Other consuming industries	902	938	N.A.	N.A.	N.A.	N.A.	977	929	N.A.	N.A.	N.A.	N.A.
Total Home Consumption	4,067	4,228	4,581	4,249	3,729	3,982	4,393	4,228	4,409	4,105	4,030	3,997
of which:												
Private consumers	3,888	3,995	4,355	4,033	3,545	3,759	4,198	4,009	4,183	3,892	3,829	3,788
Public organisations	179	233	226	216	184	223	195	219	226	213	201	209

† 14-week period. Reduced to 13-week basis for purposes of comparison.
p Provisional.

TABLE 2. ESTIMATED CHANGES IN CONSUMERS' AND MERCHANTS' STOCKS OF FINISHED STEEL BY CONSUMING INDUSTRY GROUPS

Thousand tons

	1970	1971				Stock at end of Dec.	1970	1971				Stock at end of Dec.
	4th qtr.	1st qtr. p	2nd qtr. p	3rd qtr. p	4th qtr. p	1971 p	4th qtr.	1st qtr. p	2nd qtr. p	3rd qtr. p	4th qtr. p	1971 p
							Seasonally adjusted					
Coalmining	+ 6	+ 4	+ 3	+ 8	+ 1	124	+ 10	+ 6	− 3	+ 8	+ 5	127
Railways and rolling stock	+ 11	+ 5	− 5	—	− 8	110	+ 17	+ 4	− 8	− 1	− 3	114
Shipbuilding	+ 18	− 9	− 5	− 10	− 27	241	+ 20	− 11	− 9	− 14	− 17	239
Constructional engineering and building	+ 87	− 4	− 47	− 68	− 76	779	+ 73	− 11	− 43	− 57	− 84	848
Electrical engineering	− 1	− 6	− 5	− 3	− 14	105	+ 6	− 11	− 3	− 5	− 9	108
Mechanical engineering	− 1	−34	− 26	− 59	− 77	724	− 2	− 47	− 29	− 50	− 70	728
Motor vehicles	− 10	+20	− 25	− 15	− 33	404	− 1	+ 7	− 10	− 20	− 30	408
Hollow-ware	− 34	+ 4	+ 6	− 13	− 10	141	− 33	− 3	+ 7	− 8	− 9	144
Wire and wire manufactures	+ 7	− 1	− 2	+ 5	− 18	120	+ 9	− 3	− 5	+ 9	− 17	121
Other consuming industries	− 33	−26	− 57	− 13	− 48	648	− 18	− 54	− 64	− 1	− 25	592
Total change in consumers' stocks	+ 50	−47	−163	−168	−310	3,396	+ 81	−123	−167	−139	−259	3,429
Of which:												
Private consumers	+ 32	−55	−161	−176	−302	3,151	+ 52	−132	−156	−146	−260	3,176
Public organisations	+ 18	+ 8	− 2	+ 8	− 8	245	+ 29	+ 9	− 11	+ 7	+ 1	253
Changes in merchants' stocks	+ 92	−23	− 52	− 52	− 40	695	+ 83	− 22	− 53	− 43	− 49	696
Total changes by consumers and merchants	+142	−70	−215	−220	−350	4,091	+164	−145	−220	−182	−308	4,125

p Provisional.

TABLE 3. ESTIMATED CHANGE IN CONSUMERS' AND MERCHANTS' STOCKS OF FINISHED STEEL BY PRODUCT

Thousand tons

	1969			1970				1971				Stock at end of Dec.
Product	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. †	4th qtr.	1st qtr. p	2nd qtr. p	3rd qtr. p	4th qtr. p	1971 p
Sheet	+ 44	−38	−19	+ 6	+ 57	+ 40	− 9	−58	− 45	− 11	− 16	642
Plate	+ 50	+ 5	+ 7	+ 40	+ 34	+ 64	+ 76	−60	− 63	− 82	−110	713
Tinplate	+ 21	− 4	− 3	+ 19	− 10	− 5	− 41	+16	+ 9	− 13	− 8	158
Reinforcing bars and rods	+ 2	− 9	− 9	+ 11	+ 18	+ 23	+ 4	−15	− 1	− 9	− 36	141
Other steel products	+ 92	−27	+68	+136	+ 38	+ 2	+112	+47	−115	−105	−180	2,437
Total consumers' and merchants' stock changes	+209	−73	+44	+212	+137	+124	+142	−70	−215	−220	−350	4,091

† 14-week period. Reduced to 13-week basis for purposes of comparison.
p Provisional.

Machine tool orders and deliveries fell during 1971

PROVISIONAL figures (at current prices) issued by the Department of Trade and Industry indicate that total net new orders for machine tools in the fourth quarter of 1971 continued to decline and at £30.2 million, were 30 per cent lower than a year earlier. Orders for the year totalled £134.8 million on provisional estimates, a third down on the figure for 1970.

After reaching a record total in 1970, deliveries declined during 1971: the total for home and export markets of £189 million for the year, was 5 per cent lower than in 1970.

Home market

Home new orders in 1971 totalled £70.4 million, 37 per cent lower than in 1970, while deliveries to the home market were 12 per cent lower. Order-taking remained below deliveries throughout the year causing a marked decline in orders outstanding; by the end of the year orders on hand for home deliveries were, at £41.6 million, nearly 50 per cent lower than a year earlier.

Export market

The downward trend in net new export orders continued throughout the year to a provisional fourth quarter figure of £12.3 million, the lowest figure for four years. Deliveries meanwhile remained steady totalling £83.8 million, an improvement of 7 per cent over the previous year.

Numerically controlled machine tools

During the first three quarters of 1971, new orders for both home and export markets were lower than during the comparable period of the previous year, by 53 per cent overall. Deliveries, however, were 23 per cent higher, almost entirely accounted for by a 55 per cent increase in exports; home deliveries were little changed.

Note

The figures for the fourth quarter are the last on the present basis and it is proposed not to issue notices for the new series starting in 1972. The new monthly and quarterly series on machine tools will be published in Business Monitor number P64—Metal Working Machine Tools. Orders for this publication should be placed with HMSO, PO Box 569, London SE1 9NH requesting monthly copies of Business Monitor P64 'Metal-Working Machine Tools'. The subscription is £1 per annum.

The methods of computing and presenting statistics on machine tool activity are being revised. The series on engineering activities are also being revised and the opportunity has been taken to review the methods of publication: the release of the machine tool statistics will in future correspond with the arrangements made for engineering statistics and the bulk of similar data for other industries.

TABLE 1. METAL WORKING MACHINE TOOLS ORDERS AND DELIVERIES

£ million

	Recorded figures								
	Deliveries			Orders outstanding (end of period)			Net new orders (†)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1966	149.1	43.5	105.6	100.6	29.5	71.1	145.5	44.2	101.3
1967	155.6	45.7	109.9	91.7	42.2	49.5	145.7	58.1	87.6
1968	153.1	53.2	99.9	105.5	49.1	56.4	166.9	60.2	106.7
1969	171.9	67.6	104.3	149.3	64.5	84.8	215.7	83.0	132.7
1970	198.7	78.5	120.2	149.2	72.7	76.5	198.5	86.7	111.8
1971 p	189.1	83.8	105.3	94.9	53.3	41.6	134.8	64.4	70.4
1970 1st quarter	50.5	21.3	29.2	151.3	64.4	86.9	52.4	21.1	31.3
2nd quarter	48.3	17.0	31.3	162.0	72.7	89.3	59.0	25.4	33.6
3rd quarter	49.9	18.9	31.0	156.3	73.2	83.1	44.2	19.4	24.8
4th quarter	50.0	21.3	28.7	149.2	72.7	76.5	42.9	20.8	22.1
1971 1st quarter	55.6	24.2	31.4	132.3	67.4	64.9	38.7	18.8	19.9
2nd quarter	44.8	19.6	25.3	120.9	64.4	56.5	33.5	16.6	16.9
3rd quarter	45.0	20.3	24.7	108.4	60.8	47.6	32.5	16.7	15.8
4th quarter p	43.6	19.8	23.9	94.9	53.3	41.6	30.2	12.3	17.8
1970 January	15.3	6.7	8.6	150.7	63.9	86.8	16.7	6.0	10.7
February	15.4	6.4	9.0	152.1	64.6	87.7	16.8	7.0	9.8
March	19.8	8.2	11.6	151.3	64.4	86.9	18.9	8.1	10.8
April	15.8	5.8	10.0	155.6	67.4	88.2	20.2	8.9	11.3
May	15.4	5.5	9.9	159.6	70.1	89.5	19.4	8.2	11.2
June	17.1	5.7	11.4	162.0	72.7	89.3	19.4	8.3	11.1
July	15.0	4.4	10.6	164.5	75.2	89.3	17.5	6.9	10.6
August	16.5	6.9	9.6	161.8	76.2	85.6	13.9	7.9	6.0
September	18.4	7.6	10.8	156.3	73.2	83.1	12.8	4.6	8.2
October	17.2	6.8	10.4	155.7	75.4	80.3	16.5	8.9	7.6
November	14.8	6.4	8.4	153.0	74.4	78.6	12.1	5.3	6.7
December	18.0	8.2	9.8	149.2	72.7	76.5	14.2	6.5	7.7
1971 January	17.5	7.9	9.6	144.4	70.5	73.8	12.6	5.7	6.9
February	14.8	6.6	8.2	139.9	69.3	70.6	10.3	5.4	4.9
March	23.4	9.7	13.7	132.3	67.4	64.9	15.8	7.8	8.0
April	15.7	6.5	9.2	127.4	65.6	61.8	10.8	4.7	6.1
May	13.8	5.5	8.3	124.9	66.5	58.5	11.3	6.3	5.0
June	15.4	7.6	7.8	120.9	64.4	565	11.4	5.5	5.8
July	13.7	6.0	7.7	117.1	64.5	52.6	9.8	6.1	3.8
August	14.7	6.7	8.0	115.9	64.9	51.0	13.5	7.1	6.4
September	16.7	7.6	9.0	108.4	60.8	47.6	9.2	3.5	5.7
October p	14.5	6.1	8.4	102.9	58.3	44.6	9.0	3.7	5.4
November p	13.6	6.7	7.0	98.8	54.9	43.9	9.5	3.2	6.3
December p	15.5	7.0	8.5	94.9	53.3	41.6	11.6	5.4	6.2
Jan.-Dec. p 1971	189.1	83.8	105.3	94.9	53.3	41.6	134.8	64.4	70.4
Jan.-Dec. 1970	198.7	78.5	120.2	149.2	72.7	76.5	198.5	86.7	111.8
Percentage change	*−5*	*+7*	*−12*	*−36*	*−27*	*−46*	*−32*	*−26*	*−37*

p Provisional.
(†) Figures are derived from deliveries and the change in orders on hand during the period (before rounding).
Note: There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

TABLE 2. NUMERICALLY CONTROLLED METAL WORKING MACHINE TOOLS

	Deliveries during the quarter						New orders received during the quarter					
	Total		For export		Home		Total		For export		Home	
	No.	Value £'000	No.	Value £'000	No.	Value £'000	No.	Value £'000	No.	Value £'000	No.	Value £'000
1966	323	4,161		904		3,257	460	7,413	141	2,793	319	4,620
1967	458	7,503		2,534		4,969	469	10,429	101	3,688	368	6,741
1968	558	11,875	109	2,547	449	9,328	505	14,231	130	4,542	375	9,689
1969	543	14,627	189	6,141	354	8,486	693	17,602	248	6,870	445	10,732
1970	600	15,739	241	6,603	359	9,136	725	21,900	350	11,241	375	10,659
1968 1st quarter	157	3,322	35	860	122	2,462	91	2,075	11	222	80	1,853
2nd quarter	110	1,976	24	434	86	1,542	149	4,904	36	1,562	113	3,342
3rd quarter	129	3,025	23	623	106	2,402	147	4,496	44	1,755	103	2,741
4th quarter	162	3,552	27	630	135	2,922	118	2,757	39	1,004	79	1,753
1969 1st quarter	123	2,995	31	831	92	2,164	163	3,627	36	1,028	127	2,599
2nd quarter	140	4,012	45	1,617	95	2,395	149	3,022	54	1,238	95	1,784
3rd quarter	133	3,010	47	1,265	86	1,745	161	4,276	69	2,064	92	2,212
4th quarter	147	4,610	66	2,428	81	2,182	220	6,677	89	2,540	131	4,137
1970 1st quarter	135	3,692	52	1,387	83	2,305	215	6,039	120	3,205	95	2,834
2nd quarter	141	3,843	45	1,185	96	2,658	227	7,162	110	3,885	117	3,277
3rd quarter	179	4,388	84	2,317	95	2,071	156	4,912	67	2,313	89	2,599
4th quarter	146	3,816	60	1,714	86	2,102	127	3,787	58	1,838	69	1,949
1971 1st quarter	191	5,559	76	2,789	115	2,770	99	3,413	50	1,901	49	1,512
2nd quarter	134	4,131	57	1,921	77	2,210	63	1,785	31	975	32	810
3rd quarter	144	5,030	87	2,876	57	2,154	91	3,257	39	1,283	52	1,974
4th quarter												
1971 Jan.-Sept. 1971	469	14,720	220	7,586	249	7,134	253	8,455	120	4,159	133	4,296
1970 Jan.-Sept. 1970	455	11,923	181	4,889	274	7,034	598	18,113	297	9,403	301	8,710
Percentage change		*+23*		*+55*		*+1*		*−53*		*−56*		*−51*

Note: Prior to 1968 numbers for Export Deliveries were not collected.

Government Economic Service Occasional Papers

THE first three of a new series of economic papers, *Government Economic Service Occasional Papers*, were published on March 10. The series will be used for the publication of the shorter reports on research carried out by members of the Government Economic Service, although from time to time outside research workers may be invited to publish their work in the series. A companion series, Government Economic Service Monographs, will be used for the publication of longer research reports.

The first three papers in the series are:

No. 1 *The profitability of UK exports*, by J. D. Gribbin, Department of Trade and Industry, price 40p (by post 44½p).

No. 2 *The economies of size in dry bulk carriers*, by R. Goss and C. Jones, Department of Trade and Industry, price 80p (by post 84½p).

No. 3 *The determinants of UK imports*, by R. D. Rees and P. R. G. Layard, HM Treasury, price 65p (by post 69½p).

The papers are published by HM Stationery Office and copies can be obtained from Government Bookshops (post orders to PO Box 569, London SE1 9NH), or through booksellers. Standing orders may be placed with HMSO for this series. (A deposit of £5 is required from non-account customers.)

Retailers' stocks in January

THE value of stocks at current prices held by retailers at the end of January showed an increase of 15 per cent over the corresponding month two years earlier; at constant prices there was no change. These increases are somewhat below those recorded in December, but much in line with the increases in October and November compared with two years earlier.

The comparisons have been made with the level of stocks two years earlier because indices for January 1971 are not available due to the uncertain effects of the postal strike on the flows of information to and from retailers.

The indices of the levels of retailers stocks for 1970 and 1971 have been revised to take account of the results of the Annual Inquiry into the Distributive and Service Trades for 1970 and of revised returns.

LEVEL OF RETAILERS' STOCKS

index numbers (end 1960 = 100) *and percentage increase on a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices:												
1966	124	126	127	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	152	158	157	169	183	159
1970	150	152	162	164	164	164	158	165	163	177	196	169
1971	N.A.	N.A.	174	175	179	181	169	176	178	193	210	186
1972	172											
1969	*6*	*8*	*8*	*6*	*6*	*7*	*8*	*8*	*7*	*8*	*9*	*7*
1970	*6*	*4*	*2*	*4*	*2*	*3*	*4*	*4*	*4*	*5*	*8*	*6*
1971	*N.A.*	*N.A.*	*7*	*7*	*9*	*10*	*7*	*7*	*9*	*9*	*7*	*10*
1972	*N.A.*											
At constant (December 1960) prices:												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	120	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	134	144	125
1970	117	119	126	126	126	125	119	124	122	131	145	124
1971	N.A.	N.A.	124	123	125	126	118	122	123	133	144	127
1972	117											
1969	*1*	*2*	*2*	*2*	*2*	*3*	*3*	*3*	*3*	*3*	*3*	*2*
1970	*1*	*–*	*–3*	*–1*	*–3*	*–2*	*–2*	*–2*	*–2*	*–2*	*1*	*–1*
1971	*N.A.*	*N.A.*	*–1*	*–2*	*–*	*1*	*–2*	*–2*	*1*	*1*	*–*	*3*
1972	*N.A.*											

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

The metric change

Going Metric is the quarterly bulletin of the Metrication Board. As the metric change is taking place around us *Going Metric* provides information of what is happening in Government, in industry, in education. *Going Metric* is free from the Information Office J, Metrication Board, 22 Kingsway, London WC2B 6LE.

Office development statistics in the fourth quarter and the year 1971

THE Department of the Environment report that fewer permits were issued for office development in 1971 than in 1970 but that they covered a larger area. Comparisons with the previous year are complicated by the changes in control that took place in December 1970 as shown in the Notes to Tables; for example the increase in the average amount of floorspace per permit between the two years (from 37.9 thousand sq ft in 1970 to 55.4 thousand sq ft in 1971) is partly explained by the raising of the exemption limit from 3,000 sq ft to 10,000 sq ft in the Greater London Area.

Fourth quarter 1971

In the fourth quarter of 1971 the number of permits issued fell to 107 compared with 120 in the previous quarter and the floorspace covered by permits rose from 6.3 million sq ft to 7.1 million sq ft.

Applicants for permits issued in the fourth quarter stated that 1.2 million sq ft of the floorspace applied for would be offset by demolition of existing offices or conversion to non-office use. If permits for continuing use of existing offices are also deducted the net potential addition to office floorspace in the fourth quarter was 5.6 million sq ft compared with 4.4 million sq ft in the 3rd quarter and a quarterly average of 5.2 million sq ft for 1971 as a whole.

Annual comparison

The total area of the 523 permits issued in 1971 was 29.0 million sq ft; in 1970 693 permits covering 26.3 million sq ft were issued. Included in the 1971 total were 80 permits with a floor area of 1.3 million sq ft issued for change of use from non-office to office use and 33 permits (2.2 million sq ft in area) for continuing use as offices. In terms of area the 1970 figures for these two categories were 1.9 million and 1.2 million sq ft respectively.

Gross area and area relinquished

Out of a total floorspace of 29.0 million sq ft covered by permits issued in 1971, 6.1 million sq ft was claimed by applicants to be space relinquished by demolition or change from office to non-office use. The percentage of total area offset by relinquishments was 21 per cent in 1971 compared with 24 per cent in 1970 and 24 per cent in 1969.

Distribution within the South East Region

Within the South East Region 447 permits were issued in 1971 for office development in the London Metropolitan region covering 25.8 million sq ft (89 per cent of the total area covered by permits in the South East Region as a whole), 22 per cent of this was offset by relinquishments. 320 permits were issued in the GLC area covering 18.9 million sq ft and 198 permits covering 12.2 million sq ft were issued in the Central London area. Relinquishments in these two areas accounted for 29 per cent and 34 per cent of the gross areas respectively.

Permits issued in the GLC accounted for 65 per cent of the total area covered in the South East as a whole while those issued in Central London accounted for 42 per cent of the South East total. The comparative figures for 1970 were 70 per cent and 48 per cent respectively.

Size of permits

Table 3 gives the distribution by size of permits issued. This has been affected by the changes in control, listed in the notes, which have tended to thin out the numbers in the lower size ranges. The number of permits for areas in the larger size range continues to increase.

TABLE 1. OFFICE DEVELOPMENT PERMITS—REGIONAL TOTALS

	Total			South East Region			West Midlands Region			East Midlands Region			East Anglia Region		
	Number of permits	Thousand sq ft		Number of permits	Thousand sq ft		Number of permits	Thousand sq ft		Number of permits	Thousand sq ft		Number of permits	Thousand sq ft	
		Gross	Relinquished		Gross	Relinquished		Gross	Relinquished		Gross	Relinquished		Gross	Relinquished
1965 Aug.-Dec.	175	2,701	1,070	165	2,655	1,056	10	46	14	—	—	—	—	—	—
1966	507	5,536	2,085	396	4,702	1,914	84	562	129	19	218	33	8	54	9
1967	726	9,171	2,720	525	7,097	2,289	103	1,076	161	61	534	175	37	464	95
1968	661	13,852	5,415	594	12,018	5,184	34	1,106	32	18	398	62	15	330	137
1969	524	15,169	3,599	464	13,276	3,540	33	1,003	33	25	847	13	2	43	13
1970	693	26,291	6,417	622	22,988	6,412	41	1,880	5	30	1,423	—	—	—	—
1971	523	28,961	6,060	523	28,961	6,060	—	—	—	—	—	—	—	—	—
1965 Aug.-Sept.	78	1,055	485	78	1,055	485	—	—	—	—	—	—	—	—	—
4th qtr.	97	1,646	585	87	1,600	571	10	46	14	—	—	—	—	—	—
1966 1st qtr.	120	1,300	417	87	1,064	374	33	236	43	—	—	—	—	—	—
2nd qtr.	95	1,027	381	80	948	362	15	79	19	—	—	—	—	—	—
3rd qtr.	122	1,123	564	103	972	502	15	116	32	} 19	218	33	8	54	9
4th qtr.	170	2,086	723	126	1,718	676	21	131	35						
1967 1st qtr.	260	2,861	787	172	2,179	587	41	290	14	34	258	152	13	134	34
2nd qtr.	207	2,211	601	137	1,550	515	38	386	44	18	169	23	14	106	19
3rd qtr.	128	1,561	617	100	1,152	554	15	239	60	8	96	—	5	74	3
4th qtr.	131	2,538	715	116	2,216	633	9	161	43						
1968 1st qtr.	124	2,173	1,115	114	1,962	1,101	3	48	—	} 6	145	9	7	179	44
2nd qtr.	179	4,484	1,701	156	3,787	1,611	15	523	22	3	56	20	5	118	48
3rd qtr.	197	4,039	1,541	181	3,650	1,509	8	257	7	3	29	10	5	103	15
4th qtr.	161	3,156	1,058	143	2,619	963	8	278	3	7	179	23	3	80	69
1969 1st qtr.	178	3,713	590	153	3,162	577	14	347	—	9	161	—	2	43	13
2nd qtr.	122	4,923	1,103	110	4,362	1,067	3	164	30	9	397	6	—	—	—
3rd qtr.	116	3,398	1,158	107	3,151	1,155	7	215	3	2	32	—	—	—	—
4th qtr.	108	3,135	748	94	2,601	741	9	277	—	5	257	7	—	—	—
1970 1st qtr.	103	3,287	668	91	2,797	668	9	441	—	3	49	—	—	—	—
2nd qtr.	113	4,628	1,799	92	3,832	1,799	8	303	—	13	493	—	—	—	—
3rd qtr.	310	11,369	2,235	285	9,948	2,235	16	696	—	9	725	—	—	—	—
4th qtr.	167	7,007	1,715	154	6,411	1,710	8	440	5	5	156	—	—	—	—
1971 1st qtr.	151	7,895	1,343	151	7,895	1,343	—	—	—	—	—	—	—	—	—
2nd qtr.	145	7,727	1,952	145	7,727	1,952	—	—	—	—	—	—	—	—	—
3rd qtr.	120	6,251	1,583	120	6,251	1,583	—	—	—	—	—	—	—	—	—
4th qtr.	107	7,088	1,182	107	7,088	1,182	—	—	—	—	—	—	—	—	—

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two consecutive quarters have been combined. The main breaks in comparability in the quarterly totals are indicated by lines.

TABLE 2. SELECTED SUB-DIVISIONS OF PLANNING REGIONS

	London Metropolitan Region (included in South East planning region)								
	Total (Metropolitan Region)			Greater London Council Area					
				Total (GLC Area)			Central London Area		
	Number of Permits	Thousand sq ft		Number of Permits	Thousand sq ft		Number of Permits	Thousand sq ft	
		Gross	Relinquished		Gross	Relinquished		Gross	Relinquished
1965 Aug.-Dec.	165	2,655	1,056	94	1,851	906	33	1,242	587
1966	371	4,495	1,867	211	2,929	1,582	69	1,229	676
1967	441	6,160	2,095	256	4,522	1,769	84	2,483	1,052
1968	566	11,176	5,045	296	8.700	4,569	127	6,601	4,051
1969	432	11,902	3,433	350	9.945	3.069	154	6,308	2,237
1970	567	18,914	6,087	504	16,031	5,722	266	10.921	4,827
1971	447	25,763	5,757	320	18.879	5,397	198	12,246	4,212
1965 Aug.-Sept.	78	1,055	485	48	861	463	19	574	284
4th qtr.	87	1,600	571	46	990	443	14	668	303
1966 1st qtr.	87	1,064	374	53	697	284	17	203	61
2nd qtr.	80	948	362	41	528	305	14	225	97
3rd qtr.	97	929	494	54	595	401	15	246	237
4th qtr.	107	1,554	637	63	1,109	592	23	555	281
1967 1st qtr.	123	1,988	553	69	1,245	475	17	541	245
2nd qtr.	117	1,235	464	67	931	332	22	495	243
3rd qtr.	94	1,035	554	61	815	526	18	372	247
4th qtr.	107	1,902	524	59	1 531	436	27	1.075	317
1968 1st qtr.	109	1,738	1.068	55	1,364	999	24	1,159	946
2nd qtr.	147	3,561	1,581	86	2,879	1,370	33	1,970	1,190
3rd qtr.	170	3,307	1,433	83	2,653	1,330	44	2,027	1,105
4th qtr.	140	2,570	963	72	1,804	870	26	1,445	810
1969 1st qtr.	144	2,942	561	98	2.284	406	34	1,522	240
2nd qtr.	103	3,714	1,039	90	3,149	968	46	2,212	720
3rd qtr.	101	2,999	1,111	88	2,635	1,071	44	1,649	907
4th qtr.	84	2,247	722	74	1,877	624	30	925	370
1970 1st qrt.	81	2,039	659	72	1,769	649	36	1,432	535
2nd qtr.	80	3,018	1,660	73	2,832	1,626	42	2,045	1,590
3rd qtr.	269	8,314	2,155	242	6.678	1,881	128	5,093	1,756
4th qrt.	137	5,543	1,613	117	4,752	1,566	60	2,351	946
1971 1st qtr.	132	7,151	1,222	106	6,291	1,152	62	3,754	802
2nd qtr.	121	6,937	1,868	89	5,796	1,791	54	3,523	1,334
3rd qtr.	108	5,814	1,565	68	3,656	1,500	44	2,651	1,347
4th qtr.	86	5,861	1,102	57	3,136	954	38	2,318	729

TABLE 2. SELECTED SUB-DIVISIONS OF PLANNING REGIONS (CONT'D)

	London Metropolitan Region (included in South East Planning Region)								
	Greater London Council Area								
	Rest of GLC Area			Rest of Metropolitan Area			West Midlands Conurbation (included in West Midlands Planning Region)		
	Number of Permits	Thousand sq ft		Number of Permits	Thousand sq ft		Number of Permits	Thousand sq ft	
		Gross	Relinquished		Gross	Relinquished		Gross	Relinquished
1965 Aug.-Dec.	61	609	319	71	804	150	10	46	14
1966	142	1,700	906	160	1,566	285	68	459	109
1967	172	2,039	717	185	1,638	326	46	520	129
1968	169	2,099	518	270	2,476	476	15	660	17
1969	196	3,637	832	82	1,957	364	17	555	—
1970	238	5,110	895	63	2,883	365	29	1,233	5
1971	122	6,633	1.185	127	6,884	360	—	—	—
1965 Aug.-Sept.	29	287	179	30	194	22	—	—	—
4th qtr.	32	322	140	41	610	128	10	46	14
1966 1st qtr.	36	494	223	34	367	90	33	236	43
2nd qtr.	27	303	208	39	420	57	15	79	19
3rd qtr.	39	349	164	43	334	93	13	109	32
4th qtr.	40	554	311	44	445	45	7	35	15
1967 1st qtr.	52	704	230	54	743	78	15	104	2
2nd qtr.	45	436	89	50	304	132	19	220	26
3rd qtr.	43	443	279	33	220	28	8	114	58
4th qtr.	32	456	119	48	371	88	4	82	43
1968 1st qtr.	31	205	53	54	374	69	} 5	356	7
2nd qtr.	53	909	180	61	682	211			
3rd qtr.	39	626	225	87	654	103	6	79	7
4th qtr.	46	359	60	68	766	93	4	225	3
1969 1st qtr.	64	762	166	46	658	155	6	112	—
2nd qtr.	44	937	248	13	565	71	2	136	—
3rd qtr.	44	986	164	13	364	40	4	169	—
4th qtr.	44	952	254	10	370	98	5	138	—
1970 1st qtr.	36	337	114	9	270	10	6	273	—
2nd qtr.	31	787	36	7	186	34	7	259	—
3rd qtr.	114	1,585	125	27	1,636	274	12	507	—
4th qtr.	57	2,401	620	20	791	47	4	194	5
1971 1st qtr.	44	2,537	350	26	860	70	—	—	—
2nd qtr.	35	2,273	457	32	1,141	77	—	—	—
3rd qtr.	24	1,005	153	40	2,158	65	—	—	—
4th qtr.	19	818	225	29	2,725	148	—	—	—

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two consecutive quarters have been combined.

OFFICE DEVELOPMENT STATISTICS
continued

TABLE 3. SIZE ANALYSIS OF PERMITS

Thous. sq. ft. — Total

	1967		1968		1969		1970		1971	
	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area
Up to 3	84	88	71	104	60	80	32	43	10	11
3-10	464r	2,621	337	1,901	211	1,198	277	1,749	32	215
11-20	98	1,375	133	1,962	90	1,362	121	1,788	136	2,104
21-50	57	1,806	75	2,355	92	2,871	133	4,339	186	6,045
Over 50	23	3,281	45	7,530	71	9,658	130	18,372	159	20,586
Total	726	9,171	661	13,852	524	15,169	693	26,291	523	28,961
Average Area per permit		12.6		21.0		28.9		37.9		55.4

Thous. sq. ft — South East Planning Region

	1967		1968		1969		1970		1971	
	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area
Up to 3	78	79	70	103	57	76	29	40	10	11
3-10	325	1,836	331	1,862	206	1,166	272	1,714	32	215
11-20	67	912	98	1,424	67	997	96	1,414	136	2,104
21-50	34	1,128	54	1,687	70	2,173	112	3,612	186	6,045
Over 50	21	3,142	41	6,942	64	8,864	113	16,208	159	20,586
Total	525	7,097	594	12,018	464	13,276	622	22,988	523	28,961
Average Area per permit		13.5		20.2		28.6		37.0		55.4

Thous. sq. ft. — West Midland Planning Region

	1967		1968		1969		1970		1971	
	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area
Up to 3 / 3-10	73	389	4	18	5	22	6	36	—	—
11-20	16	237	20	297	10	160	13	189	—	—
21-50	14	450	6	203	13	424	12	446	—	—
Over 50			4	588	5	397	10	1,209	—	—
Total	103	1,076	34	1,106	33	1,003	41	1,880	—	—
Average Area per permit		10.4		32.5		30.4		45.9		—

East Midland Planning Region

	1967		1968		1969		1970		1971	
Thous. sq. ft.	No.	Gross Area	No.	Gross Area	No.	Gross Area	No	Gross Area	No.	Gross Area
Up to 3 / 3-10	49	284	—	—	3	14	14	187	—	—
11-20	7	105	9	110	12	191			—	—
21-50	5	145	9	288	10	642	9	281	—	—
Over 50	—	—	—	—			7	955	—	—
Total	61	534	18	398	25	847	30	1,423	—	—
Average Area per permit		8.8		22.1		33.9		47.4	—	—

East Anglia Planning Region

	1967		1968		1969		1970		1971	
Thous. sq. ft.	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area
Up to 3 / 3-10	23	121	—	—	—	—	—	—	—	—
11-20	8	121	9	153	—	—	—	—	—	—
21-50	6	222	6	177	2	43	—	—	—	—
Over 50			—	—	—	—	—	—	—	—
Total	37	464	15	330	2	43	—	—	—	—
Average Area per permit		12.5		22.0		21.5		—	—	—

In some instances, in order to avoid the risk of disclosing details of individual applicants, figures for consecutive size groups have been combined.
r = revised figure.

NOTES TO TABLES

Commencement of Controls. In the London Metropolitan Region the control began in August 1965, but with retrospective application to November 5, 1964 for some projects, as explained in the first Annual Report by the Board of Trade under the Act; this report was referred to in the *Board of Trade Journal* of August 5, 1966, page 324. The West Midlands Conurbation was brought within the control from August 14, 1965, while the parts of the South East and West Midlands Planning Regions not already controlled and the whole of East Midlands and East Anglia Planning Regions came under control on July 21, 1966.

Removal of Controls. From February 25, 1969, the East Anglia Planning Region and the predominantly rural areas of the West Midlands and East Midlands Planning Regions were excluded from control. The remaining areas of the West Midlands and East Midlands Planning Regions were excluded from control on December 16, 1970.

Changes in exemption limit. From July 27, 1967, the exemption limit for permits was raised from 3,000 square feet to 10,000 square feet except in the Metropolitan Region. From February 25, 1969 this change was extended to the areas of the Metropolitan Region outside Greater London. The exemption limit in Greater London was raised to 10,000 square feet from December 16, 1970.

Modification of Control. From April 1, 1969, office development permits were in most cases no longer needed for developments within the curtilage of an industrial building for which an industrial development certificate was issued. The figures for the year 1968 included 168 permits of this type, with gross area 2,485,000 square feet (18 per cent of the total area of permits issued) and an area net of relinquishments of 2,103,000 square feet (24 per cent of the net total).

Definitions of areas. The planning regions correspond to the new standard regions for statistical purposes as defined in the *Board of Trade Journal* of December 31, 1965, page 1567. Central London is the Greater London Conurbation Centre, as defined in the General Register Office Census 1961 County Report: London. The Metropolitan Region, an area of some 40 miles radius from the Centre of London, is defined in Schedule 2 of the Control of Office and Industrial Development Act, 1965. The West Midlands Conurbation is defined in the Control of Office Development (Designation of Areas) Order, 1965 as amended by the West Midlands Order 1965 (page 406, *Board of Trade Journal*, August 20, 1965).

Area relinquished. Comprises office floor space relinquished for demolition or change of use to non-office uses.

National food survey: household food consumption in the fourth quarter of 1971

THE main results of the National Food Survey in the fourth quarter of 1971 are summarised in the accompanying tables. The estimates are derived from records provided by a sample of 1,717 households throughout Great Britain.

Average expenditure on food (excluding sweets and soft drinks) bought for consumption in the home rose by 3p (1.3 per cent) to £2.37 per person per week between the third and fourth quarters of 1971; 2p of this was due to increased prices for a number of foods, and the remaining 1p to increased purchases of some foods, notably fresh meat and Christmas supplies. Compared with the fourth quarter of 1970, average expenditure rose by 21½p (10.0 per cent); consumption of a number of convenience foods showed some decline and purchases of butter, potatoes and bread were also smaller.

Average consumption of liquid milk (including school milk) rose slightly in the fourth quarter of 1971 and was not significantly different from the level recorded a year before. The world shortages of supplies of butter and cheese were reflected in reduced consumption of these products. Over the year, purchases of cheese fell to an average of just over 3.5 oz. per person per week compared with almost 3.7 oz. in the previous quarter and in the fourth quarter of 1970, and consumption of butter declined to 5.0 oz. per person per week. Purchases of margarine increased to 3.7 oz. The average price of eggs was unchanged compared with the previous quarter but consumption was slightly below the previous year's levels. Purchases of sugar remained at the comparatively low level recorded in the previous quarter and there was no significant change in consumption of preserves.

Household purchases of carcase meat averaged 16.6 oz. per person per week compared with 16.4 oz. in the corresponding period of 1970, the increase being due to increased purchases of pork. Average consumption of poultry rose significantly compared with the previous year but there was some decline in purchases of bacon and of convenience meat products. Purchases of canned fish were also lower than in the fourth quarter of 1970 but consumption of fresh and processed fish and of fish products was well maintained.

Compared with the previous year average consumption of fresh green vegetables was rather lower at 12.6 oz. per person per week, but this was offset by a rise in consumption of other fresh vegetables to 12.5 oz. The average price of quick-frozen vegetables was lower and average consumption rose from 1.6 oz. to 1.9 oz. but there was some decrease in purchases of canned vegetables. Consumption of fresh potatoes was a little lower than in the fourth quarter of 1970 but there was a slight increase in purchases of potato products. Consumption of fresh fruit, particularly apples and pears, and of canned fruit was somewhat below the levels of a year ago but there was a marked rise in purchases of fruit juices.

Average purchases of bread continued to be a little below the previous year's level. There was a marked decrease over the year in purchases of cakes and biscuits but very little change in consumption of cereal products.

Table 2 shows that the recommended intakes of nutrients (except vitamin D) continued to be exceeded by the estimated food intakes of the average household and larger families in the years 1968-1971. The nutrients in the average household diet showed only small fluctuations during this period; there was a small but consistent increase in the level of vitamin C. The intake of energy and some nutrients dropped slightly in 1971. The gradual fall in the intake of most nutrients by larger families continued in 1971, while a slight rise in vitamin D was partly attributable to increased margarine consumption.

(continued on next page)

BRITISH-AMERICAN TOBACCO COMPANY LIMITED

B·A·T

REPORT 1971

PROFIT SUMMARY	1971 £ millions	1970
Group Turnover	1,846.7	1,668.4
Group Profit before taxation ...	155.3	159.7
Group Profit after taxation ...	83.6	86.6
B.A.T.'s Interest therein	73.6	75.9
B.A.T. Dividends, including capital dividend of £2.7 (1970 £1.5)	30.3	30.3
EARNINGS AND DIVIDENDS PER ORDINARY STOCK UNIT	New Pence	
Earnings	30.7	31.7
Gross Dividends, including capital dividend of 1⅛p (1970 ⅝p)	12⅛	12⅛

If you would like a copy of the Report and Accounts for 1971 and a copy of Mr. R. P. Dobson's speech at the Annual General Meeting held on 16 March, 1972, please write to The Secretary at 7 Millbank, London, SW1P 3JE.

Extracts from Mr. R. P. Dobson's Speech at the Annual General Meeting:

I believe we shall again record a modest increase in the volume of cigarette sales for the year as a whole despite the loss of business in Pakistan and Bangladesh.

When we come to profits from the tobacco business there is a different story. In the United States we should have expected to increase prices by now but have been prevented from doing so by the policy of price restraint. In Germany rising labour and other costs are putting increasing pressure on margins.

Wiggins Teape's United Kingdom business continues to run at a rate of profit well below our expectations. We again expect a modest trading profit from the cosmetics business but it may be less than in 1971.

I must expect some further falling off in the Group net profit attributable to BAT in the current year, though I do not expect we shall have any difficulty in maintaining the current rate of dividend without straining our resources.

A considerable proportion of the decline I anticipate relates to adverse movements in exchange rates, over which we have no control. We are an international company and cannot escape the risks, whether financial or political, of operating abroad. Nevertheless, with our tobacco business continuing to grow and our management deeply committed to modern methods and increased efficiency; with the technical and managerial strengths of Wiggins Teape, and with the gradual but steady progress we are making in cosmetics I am satisfied that the disappointing prospects in the short term are only temporary, and I look forward with confidence to the resumption of our historic growth of profits.

NATIONAL FOOD SURVEY
continued

TABLE 1. ESTIMATES OF AVERAGE HOUSEHOLD FOOD CONSUMPTION

oz. per person per week (a)

	Year 1970	Year 1971	4th Quarter 1970	3rd quarter 1971	4th quarter 1971
	£	£	£	£	£
Total Household Food Expenditure	2.11	2.30	2.16	2.34	2.37
Liquid milk (pints)	4.63	4.74	4.67	4.63	4.74
Other milk (eq. pints)	0.41	0.38	0.38	0.40	0.38
Cheese	3.59	3.63	3.69	3.68	3.55
Butter	5.99	5.53	6.39	5.40	5.03
Margarine	2.86	3.15	2.84	3.10	3.73
Lard and compounds cooking fats	2.21	1.98	2.23	1.83	2.14
Eggs: purchases (number)	4.44	4.37	4.43	4.25	4.35
consumption (number)	4.66	4.55	4.63	4.45	4.50
Preserves	2.57	2.71	2.55	2.56	2.76
Sugar	16.94	15.80	16.99	15.87	15.81
Beef and veal	7.80	7.96	8.27	7.26	8.18
Mutton and lamb	5.25	5.41	5.33	5.72	5.30
Pork	2.83	3.04	2.79	2.62	3.14
Bacon and ham, uncooked	5.32	5.12	5.39	5.06	5.11
Bacon and ham, cooked (including canned)	0.94	0.92	0.96	1.04	0.90
Poultry and cooked chicken	5.06	4.92	4.74	4.96	5.11
Other cooked meat (not canned)	0.67	0.68	0.60	0.79	0.57
Other canned meat	2.69	2.24	2.50	2.24	2.24
Offals	1.32	1.29	1.27	1.16	1.32
Sausages, uncooked	3.74	3.69	3.89	3.57	3.86
Other meat products:					
meat pies	0.77	0.71	0.75	0.83	0.68
other	2.33	2.20	2.44	2.22	2.18
Fish, fresh and processed	3.67	3.61	3.66	3.37	3.69
Canned fish	0.69	0.63	0.74	0.72	0.58
Fish and fish products, quick-frozen	0.99	0.91	0.92	0.97	0.93
Fresh green vegetables	13.12	13.39	13.07	16.66	12.65
Other fresh vegetables	9.95	10.57	11.75	9.90	12.50
Quick-frozen vegetables	1.74	1.85	1.65	1.62	1.91
Canned peas	3.20	2.84	3.11	2.74	2.78
Canned beans	3.86	3.60	3.99	3.63	3.69
Potatoes: purchases	48.24	45.65	51.92	40.08	48.37
consumption	51.84	49.18	56.68	46.15	52.30
Citrus fruit	5.01	5.59	3.92	3.55	4.18
Bananas	2.99	3.12	2.97	3.51	2.71
Apples	7.32	7.80	9.10	7.25	8.72
Fresh tomatoes	4.00	3.99	3.41	6.02	3.36
All other fresh fruit	3.82	3.56	2.91	7.15	2.95
Canned fruit	5.43	5.33	5.59	5.59	5.12
Dried fruit, nuts and fruit and nut products	1.17	1.28	2.15	0.99	2.30
Flour	5.68	5.86	6.36	5.18	6.30
White bread	32.23	29.87	31.14	30.57	29.35
Brown, wholewheat and wholemeal bread	2.92	3.07	3.03	2.87	3.02
Other bread	2.96	2.82	3.18	2.80	2.72
Buns, scones and teacakes	1.21	1.42	1.47	1.15	1.47
Cakes and pastries	4.47	4.04	4.59	3.99	3.95
Chocolate biscuits	0.98	1.00	0.99	0.88	1.08
Other biscuits	4.78	4.80	5.05	4.93	4.65
Breakfast cereals	2.74	2.68	2.66	2.89	2.60
Oatmeal and oat products	0.50	0.53	0.75	0.26	0.69
Canned milk puddings	1.69	1.68	1.77	1.65	1.67
Tea	2.59	2.39	2.65	2.31	2.36
Instant coffee	0.42	0.44	0.43	0.39	0.49
Canned soups	3.54	3.09	4.04	2.65	3.59
Pickles and sauces	1.55	1.51	1.66	1.39	1.68

Source: Ministry of Agriculture, Fisheries and Food
(a) Except where otherwise stated.

TABLE 2. ENERGY VALUE AND NUTRIENT CONTENT OF THE DIET AS A PERCENTAGE OF RECOMMENDED INTAKES (a)

(Annual Averages)

	National averages				Families with 4 or more children			
	Annual averages				Annual averages			
	1968	1969	1970	1971	1968	1969	1970	1971
Energy	108	109	111	107	99	102	100	97
Protein	127	126	128	124	115	114	114	110
Calcium	191	194	194	193	165	167	164	163
Iron	122	121	124	122	109	108	110	104
Thiamin	125	122	124	124	123	119	118	116
Riboflavin	129	130	130	128	134	132	131	126
Nicotinic acid	189	190	194	190	174	181	182	174
Vitamin C	181	181	184	186	165	155	164	160
Vitamin A	203	199	200	197	197	199	190	188
Vitamin D (b)	90	84	84	85	64	59	58	64

(a) Department of Health and Social Security. *Recommended Intakes of Nutrients for the United Kingdom*. Reports on Public Health and Medical Subjects, No 120, HMSO, 1969.
(b) The Survey does not evaluate welfare and pharmaceutical sources of this vitamin. Furthermore, most adults require no dietary vitamin D, since they obtain all they need from the action of sunlight on the skin.

MINTEL IS A MUST

A must for executives with responsibility for seeking out new opportunities in consumer markets. Money cannot buy a more cost effective service than MINTEL. Each month MINTEL will give progress reports on new product launches, depth studies in at least five fields of consumer marketing with results of original research commissioned by the MINTEL team of consultants, and valuable comparative data from overseas.

Test marketing has met with 100% success. MINTEL is just what senior marketing executives want.

The fields covered are:
Food; Drink and Tobacco; Medicines and Cosmetics; Household products; Consumer durables; Clothing; Hobbies, Pastimes and D.I.Y.; Automotive products; Marketing techniques.

Featured in the first issue (April 1972) New Product Review: Breakfast—The British Meal; Aluminium Foil; Furniture; Women's Stockings and Technological Forecasting.

Details of introductory offer by return from the publishers:
MINTEL
P.O. Box 109,
Croydon CR9 1QH
Tel: 01-688 7788

Name .....
Position .....
Company .....
Address .....
.....
Nature of business.....
.....
TI/3

The work of BSI

The British Standards Institution is the official standards organisation for this country and is very active in removing technical barriers to trade through international standards organisation such as ISO and IEC. BSI has several other functions. It runs certification and approvals schemes, among them granting licences to manufacturers to use the 'Kitemark' on products conforming to British Standards. It also undertakes testing work for outside bodies and, through the Technical Help to Exporters Scheme, provides information on overseas regulations affecting exports. BSI, 2 Park Street, London W1A 2BS.

1,000 Japanese doctors at Tokyo Medical Week

by Alan Harvey, First Secretary (Commercial), Tokyo

FORTY British firms and many eminent names in the UK medical field took part in the highly successful British Medical Week held in Tokyo from Monday, February 28 until Monday, March 6. The week consisted of a Japan-British Medical Symposium and an associated British Medical Exhibition, housed together in the splendid facilities provided by the Science Museum near the centre of Tokyo.

The origins of the Medical Week stemmed from a two-man market research mission which examined in January, 1969, the prospects for British hospital and medical equipment in Japan; from a further market report produced by the Embassy's Commercial Department in May 1970 and a subsequent round of visits by a member of Commercial Department to some 30 British manufacturers in September, 1970. It was concluded that there were good prospects in Japan for certain British medical instruments and hospital equipment and that this would be a good theme for a British Exhibition. The preliminary market research indicated also that one of the reasons for the relative lack of British medical equipment in Japan was that it was unknown to Japanese doctors and to Japanese hospitals. In the past Japan had looked first to Germany and later to the United States both for exchanges of medical information and the training of doctors. The exchanges with Britain were much less and there was thus a need to bring British medical achievements and the products of British industry more directly to the notice of Japanese medical authorities.

It was for this reason that it was decided to hold a medical symposium at the same time as the exhibition. Not only would this provide a forum for the exchange of ideas; Japanese doctors would be able to see at first hand the products which Britain was able to supply in this field. The co-operation of the Japan Medical Association was sought and generously given in making arrangements for a symposium programme which eventually included the participation of eight British and 36 Japanese doctors in a series of set presentations and panel discussions. The British team, which was headed by Sir Hector MacLennan, included such eminent names as Professor John Gillingham, Dr. Peter Sleight, Dr. Arthur Jones, Professor James Payne and Dr. Paul Turner, respective authorities in gynaecology, neurological surgery, cardiology, radiology, anaesthesiology and pharmacology. Also participating in the official team on toxicology were Dr. Colin Roberts and Dr. Kenneth Harper of the Huntingdon Research Centre.

Support for the Japan-British Medical Symposium was also obtained from the Japanese Ministry of Health and Welfare and Ministry of Education, and the printed programme for the Symposium, under the chairmanship of Dr. Taro Takemi, President of the Japan Medical Association, was mailed to several thousand Japanese doctors—mostly, though not exclusively, specialists.

Meanwhile in London, the Department of Trade and Industry, the British National Export Council and Overseas Exhibition Services Ltd. were busy recruiting British firms for the exhibition and in making the detailed arrangements. Eventually 40 British firms took part together with the British Council which arranged for an impressive display of medical and scientific literature.

The exhibition catalogue was then mailed to many thousand Japanese doctors, para medical personnel and organisations and firms in the medical instrument, hospital equipment and pharmaceutical business.

Impressive visitors

The Opening Ceremony of the Symposium and Exhibition took place in the presence of Her Imperial Highness Princess Chichibu and representatives of the Ministries of Health and Education. The brief opening speeches were followed by a tape-cutting ceremony at the entrance to the Exhibition.

The six days of the Symposium were attended by well over a thousand Japanese doctors and the British team expressed great satisfaction at the high level quality of the medical discussions, which on one day, attracted an audience of more than three hundred.

Similarly, British exhibitors were greatly impressed with the quality of the visitors to the exhibition which, apart from those attending the

(continued on page 543)

Pye Unicam analytical instruments are shown to a group of visiting doctors from Korea at the Tokyo Medical Week Exhibition.

ELB

TRANSLATIONS TUITION INTERPRETING ABSTRACTS

Why do Britain's top exporters come to ELB? (8 out of the 10 leaders have already used our language services).

Simon Cave can give you the answer and tell you how we can support your attack on world markets.

ELB Languages Group Ltd., 61 Carey Street, London WC2A 2JG Tel.: 01-242 9276

Eastern Languages Bureau Ltd. Trade & Industrial Translation Centre Ltd.

There's a right way to move anything

Every business, no matter how large or how small, needs to move products and materials from one place to another. And the more efficiently the more profitable the business. The best way to do it is the right way and that usually means the right machine. Machines don't strain their backs, get hangovers or go on strike.

A visit to the International Mechanical Handling Exhibition will pay dividends – nowadays there are answers to problems you don't even know you have. This is the largest exhibition of its kind in the world and there is a complete range of equipment from cranes to conveyors, industrial trucks to dock ramps, for factory and plant of all sizes. But there's more to it than that. Distribution, storage and control become more and more important as time passes and the Exhibition reflects this in its scope. There will even be a conference on 11 May to discuss the whole subject in all its aspects. It is aptly called Forum for the Future.

Whether you're in a big company or a fairly small one, whether you know a lot or very little about mechanical handling, come to Earls Court – you're bound to learn more. You can discuss any aspect of special interest to you with technical consultants selected by the exhibition organisers. It's your privilege to take advantage of this valuable extra service, free. Remember, efficient mechanical handling could mean a great deal to your profitability.

International Mechanical Handling Exhibition 1972

EARLS COURT LONDON 9-19 MAY Daily 10.00-18.00

(Closed Sunday)

Ticket Application

For further information about the International Mechanical Handling Exhibition please complete and return this coupon to:

International Mechanical Handling Exhibition,
ITF-Iliffe Exhibitions Limited,
Commonwealth House, New Oxford Street,
London WC1A 1PB, England.

Please send me further details on the international conference "Forum for the Future". YES/NO

Please send me_____ International Mechanical Handling Exhibition invitation season tickets.

Name _____

Company _____

Address _____

_____

Travel and Accommodation Arrangements

Exhibition travel agents have been appointed. They can provide a complete travel service from the London office: inclusive or individual rates for booking air, rail, vehicle hire services, guides and accommodation from their comprehensive range.

Please indicate the number of persons in your party and whether you wish to deal with London office or a local agent.

Number of persons_____

London office/local agent.

TOKYO MEDICAL WEEK
continued

symposium, attracted Japanese specialists in medical and hospital equipment and pharmaceuticals covering academic, scientific, technological, industrial and commercial fields. Prominent among the British exhibitors were the large pharmaceutical companies—Beecham, Boots, Glaxo, ICI and Wellcome Foundation. All of these firms are represented in Japan in one way or another, through manufacturing, licensing or sales operations in conjunction with Japanese pharmaceutical companies. For them the exhibition afforded an admirable opportunity of projecting their company name in this valuable market, which has such a high potential.

For the manufacturers of medical and hospital equipment the exhibition afforded good opportunities either to consolidate their position or to launch their products in the Japanese market.

Firms in this field included the British Oxygen Company, Down Bros. and Mayer & Phelps, Evans Electroselenium, Haigh Engineering, Howmedica (UK), Joyce Loebl, Longworth Scientific Instruments, Lucas Medical Equipment Medelec, Medicon, P K Morgan, Pye Unicam, Reid & Sigrist, Baird & Tatlock, A C Daniels, Laboratory Thermal Equipment, C F Palmer, Spembly, Sonicaid, Chas F Thackray, Vickers and Zimmer Orthopaedic. Many of these firms have been paying attention to the Japanese market for some years and are well established with their agents. For them it was a very useful opportunity to exhibit their products to potential customers brought to the exhibition by their agents. For some it was their first venture into this market and the main objective was to secure the appointment of suitable agents. By the time the exhibition ended all such participants had either concluded arrangements or were in active negotiations with potential distributors. Few firms needed to take away from Japan the equipment which they had brought to the exhibition. One very late entrant to the exhibition was Spembly Ltd who, as a result of participation in a medical mission to Japan last October, decided to assist their newly appointed distributor. They secured substantial orders covering the next 12 months.

Stand inquiries

On the medical supplies side, including surgical dressings, were London Rubber Industries, Medical Supply Association, J G Franklin, Seton Products and Smith & Nephew. The remaining firms exhibiting were Camera Talks, Huntingdon Research Centre, Ilford, Hopkin & Williams and Multitone Electric. Nearly all these various firms were very gratified at the attention and inquiries which they received. One participant, Biorex Laboratories, presented their carbenoxolone sodium drug for the treatment of peptic ulcers and gastritis. They achieved this most effectively with the assistance of five eminent doctors from Britain who presented papers in the Science Museum theatre. During the week Biorex concluded a manufacturing under licence agreement.

A prominent feature of the exhibition was the projection of a substantial programme of films relating to the products on the stands. The British Hospitals Export Council participated with an Information stand which was the focal point for co-ordination on site between their representative, those of Overseas Exhibition Services Ltd. and the Japan Trade Advisory Group, and Commercial Department staff.

Follow-up

The immediate follow-up? At the end of the exhibition, six Japanese hospital administrators left for Britain for a three-week programme of visits arranged through the Embassy, the Foreign and Commonwealth Office, home departments and hospital authorities. And, of course, September will see the World Anaesthesiology Congress in Kyoto where the Japanese will be able to see a most impressive display of British equipment in a specialised exhibition organised through DTI and the British Hospitals Export Council.

The conclusion therefore is that the Tokyo venture was a great success—and more is to come.

Good orders for British toys at New York Fair

From the British Trade Development Office, New York

EIGHTEEN British toy manufacturers took part in a joint venture sponsored by the British Toy Manufacturers Association and the Department of Trade and Industry in the 22nd Annual International Toy Fair, held at the New York Hilton Hotel from February 27-March 1.

This was the sixth consecutive year that British firms had exhibited under joint venture terms at this important event. As in previous years the British group exhibit attracted many of the top specialty, chain and department stores' buyers from all parts of the United States. The International Toy Fair was larger than in past years, both in regard to the number of exhibitors and space occupied. In addition, the total trade attendance was 50 per cent up on last year's figure.

Items featured by the British companies included soft toys, dolls, books, children's furniture, games, paint boxes, rocking hourses, diecast models, together with engineering, educational and nursery toys.

Britain can always be relied upon for fine

(*continued on next page*)

The British Oxygen agent discusses equipment with Princess Chichibu and Dr. Taro Takemi at the Tokyo Medical Week Exhibition. The Princess cut the tape to open the event.

G. BEACH (INFORMATION, EXHIBITIONS AND TRAVEL) LIMITED

6 Warwick Mansions, Lower Richmond Road, London SW15 1ES

Tel: 01-788 4296

(*a*) Weekly News Bulletin of Government, legislative, and commercial matters. Subscription for 52 consecutive issues — £10 post free.

(*b*) Organisation of exhibitions and individual exhibits at home and overseas.

(*c*) Organisation of Group Visits, and individual travel and hotel accommodation, to all parts of the World.

NEW YORK TOY FAIR

continued

stuffed toys. This year was no exception as a number of firms showed realistic soft animals, teddy bears and even a full size leopard cub.

A United Kingdom firm well known for its cast-metal toys introduced a new range of famous Cowboys and Indians, claimed to be virtually unbreakable.

Hitting the 100 mark

Another firm exhibited quality fibreglass replicas of a Victorian rocking horse. During the show over 100 of these were sold to stores throughout the United States.

One British exhibitor spanned a century of American transportation history by showing a topical, and realistic working model, of a lunar landing module side-by-side with an equally realistic Mississippi riverboat. The same firm exhibited a comprehensive range of die-cast metal motor cars and other vehicles.

The British contingent expressed overall satisfaction with the show as well as with the actual orders taken and/or business to be confirmed. The majority view was that they will be returing to New York in 1973 to take part in the 23rd International Toy Fair.

DTI display for Heating and Ventilating Exhibition

FACILITIES for the study of heating, ventilation, noise, corrosion, insulation and other problems will be illustrated in a Department of Trade and Industry display at the seventh International Heating, Ventilating and Air Conditioning Exhibition (HEVAC), Olympia, London (April 17-21).

The display will feature the work of four DTI-sponsored bodies—the Computer Aided Design Centre (Cambridge), the National Engineering Laboratory (East Kilbride), the National Physical Laboratory (Teddington), and the Safety in Mines Research Establishment (at Sheffield and Buxton).

A newly-developed 'environmental computer program package' for the evaluation of noise insulation, heating, lighting and ventilation needs in buildings will be demonstrated by the Design Office Consortium, an organisation run jointly by the Computer Aided Design Centre and Applied Research of Cambridge Ltd. The package will be demonstrated with terminal equipment linked by Post Office lines to the CAD Centre's computing system at Cambridge.

The design, testing and development facilities of the National Engineering Laboratory will be the theme of the Laboratory's contribution to the DTI stand. Highlighted will be work already carried out at NEL in the field of fans, heat-exchangers, evaporative coolers, air systems and noise reduction. The use of conversational computer programs applied to fan and pump design will be demonstrated on equipment linked with the NEL computer at East Kilbride.

Range of temperatures

The National Physical Laboratory will illustrate its facilities for the study of metallic corrosion in hot water at temperatures ranging from those encountered in central heating systems to those in pressure boilers. Also described will be the NPL's work on the scaling of iron chromium alloys in hot gases, and the Laboratory's corrosion advisory service to industry.

The Safety in Mines Research Establishment's exhibit will illustrate the fire danger from polyurethane foam linings in ducts or enclosures. The foam is extensively used as a heat or sound insulant. Also shown will be a selection of instruments—newly-developed at the Establishment—for the detection of flammable, toxic or asphyxiating atmospheres.

Official British Information Office at the Hanover Fair

AT this year's Hanover Fair (April 20-28) there will be an official British Trade Information Office in the Internationaler Treffpunkt, Room 34-35, which is situated in the Mittelallee. It will be manned by members of the Commercial Department of the British Consulate-General in Hanover, with the assistance of members of other British Consulates-General in the Federal Republic and the British Embassy in Bonn.

The function of this office is to receive trade inquiries from buyers and agents, maintain close links with the Department of Trade and Industry and to assist British exhibitors with their commercial activities.

Should you wish to contact this office, the telephone number is Hanover 89-3211/12. The telex number is 9248323 and the answer back is 9248323 brgr d.

The British Consulate-General, Hanover, also has telex facilities; the number is 923263 bcghn d, answer back the same.

Prince Richard to open Design Centre show

PRINCE Richard of Gloucester has accepted an invitation to open the 'One Room Living' exhibition at The Design Centre, London, on April 18. Organised jointly by the Council of Industrial Design and the International Publishing Corporation, the exhibition will show six room settings suggesting solutions to the problem of living in one room. The five magazines and one newspaper taking part in the exhibition will illustrate their own suggestions for dealing with specific problems concerned with one room living. The exhibition will be open to the public from April 18 to May 20.

50th milan trade fair

14-25 april 1972

youthful
in its dynamism
mature
in its experience

During its fifty years Milan Fair has made constant progress, and in the period that followed the last war it rose to a place of honour among the great fairs of the world.
Here are some of the figures for the annual exhibition cycle May 1970 to April 1971: 42 specialized trade shows as well as the general trade fair □ 26,316 exhibitors □ 1,498,237 sq.m. of display sites and premises □ 90 countries sending exhibitors □ 72 countries officially participating □ over 4 million visitors, including 120,276 from 130 countries of all continents.
Plan a visit to Milan Trade Fair, and make sure of coming to the specialized trade show that covers your line of business.
The Advance Catalogue, listing 80% of all exhibits shown at the big April trade fair, is available every year as from February 1st. Its detailed index of commercial items is in English, French, German, Italian and Spanish.

Visitors' Cards and information may be obtained from: Segreteria Generale Fiera di Milano, Largo Domodossola 1, 20145 Milano (Italy) or from the Milan Fair Representative: Dr. Vittorio Schiazzano, 20 Savile Row, London W1X 2DQ ☎ 01-734 2411

Ultra-lightweight bicycle frame unveiled at New York Show

From the British Trade Development Office, New York

FIVE British companies, representing the British bicycle industry, took part in a group exhibit sponsored jointly by the Cycle and Motor Cycle Association and the Department of Trade and Industry at the 13th International Cycle Show held at the New York Hilton from February 27–March 1. It was the first time since 1967 that the industry had exhibited jointly at the New York Show although Raleigh Industries Ltd, have been regular participants.

Occupying the prime central position in the Grand Ballroom, the British stands attracted a large number of the many dealers and distributors attending this, the most important Show of its kind held in the United States. By general consent, a leading attraction of the show was the new and previously unannounced ultra-lightweight titanium bicycle frame unveiled by Speedmid of Birmingham. This frame—whose weight is about a quarter of that of its steel counterparts, yet stronger and corrosion resistant—aroused innumerable enthusiastic inquiries from manufacturers and racing enthusiasts alike and, despite its high cost, it seems assured of a ready market in the United States.

The other British exhibitors included T. D. Cross of Birmingham, whose Silver Wing range of de luxe accessories featured the 5/10 speed freewheel block with its easily interchangeable sprockets. Orders for these and others of the firm's products amounted to $80,000. Bluemel Bros of Coventry presented an attractive display of their lightweight mudguards and other accessories which are now well-established in the United States market.

Raleigh Industries, as might be expected, offered the largest exhibit and with their subsidiary, Sturmey-Archer Gears, occupied over half the space on the British stand. Fourteen of their current models were on show including the Grand Prix 24, a scaled-down version for boys of the famous adult racer; the sporting Sprite 27 including a ladies' version with a 19½ inch frame and the new Raleigh Professional Mk IV built to exacting specifications and weighing less than 21 lbs. And, of course, the ever-popular 'Chopper.'

This year's Show attracted more exhibitors than ever before. There were national group exhibits by Italy and Japan and bicycles and accessories from a host of other countries including Poland, Czechoslovakia, Spain, Germany, Taiwan, Hong Kong, India and probably the first exhibit at any United States trade show since the war of a product from mainland China.

Amongst British goods on show on the stands of their United States distributors were the Baycliffe range of saddlebags, Miller lamps and dynamo sets, Adie bells and the Barker child's cycle kit for home assembly.

Like several other countries, the United States is currently experiencing an unprecedented upsurge of interest in cycling. Demand now exceeds supply and is still increasing. Retailers all over the country have waiting lists of customers eager to join in the sport of cycling. The medical profession and the environmental agencies have given their approval and encouragement and in some States special cycle paths have been built adjacent to highways. This suggests that the present demand for bicycles is no short-term affair.

The domestic industry and overseas suppliers are making strong efforts to step up production in order to satisfy the demand. But they are still held back by a world-wide shortage of essential components, especially gears. Even the British industry, whose exports of bicycles and parts to the United States reached an all-time peak of $18 million in 1971, putting us ahead of all other foreign suppliers, is unable to raise its output to a level which would exhaust the possibilities now open to it. The excellent presentation of British goods at the New York show may stimulate even greater interest among American manufacturers and distributors.

Strong British contingent at Malmö Motor Show

From the British Consulate, Malmö

BRITAIN'S motor industry was represented by 16 companies (six exhibiting high performance saloons, sports cars and single seater racing cars and 10 specialised motor components and accessories) in a joint venture sponsored by the Society of Motor Manufacturers and Traders under the auspices of the Department of Trade and Industry at 'Motor-72' in Malmö from February 12-20.

This annual event is certainly the largest of its kind in Scandinavia and having last year been approved by the Bureau Permanent International des Constructeurs d'Automobiles in Paris, and the equivalent in Sweden of the SMMT, it is now possible for high performance saloon cars as well as sports cars and racing cars to be exhibited.

It is estimated that about 67,000 visited the Show during the nine days with attendance concentrated during the week-ends. This was somewhat less than in 1971 but there was, however, a marked increase this time in the number of trade buyers and trade representatives (ie) 7,200 compared to 6,300 in 1971.

The Show was officially opened by Giocomo Agostini the world champion racing motor cyclist. His special MV Augusta model was displayed in the motor cycle section.

On the car side the official British contingent was represented by Ford, Vauxhall, Lotus, Morgan, Group Racing Developments and Colchester Racing Developments. Ford displayed the Escort RS1600, Mexico and 1300 GT sports saloons, a Cortina 2000 GXL and Capri 300 GT.

Futuristic design

Vauxhall showed the Viva GT which won the Swedish Ice Racing Championship for the last two years, a replica of Firenza prepared for saloon car racing and their SRV futuristic styling exercise first shown at the 1970 London Motor Show. Lotus displayed their current range—Elan Sprint, Plus 2S 130 and the Europa. Morgan had two cars on show, Colchester Racing Developments (manufacturers of Merlyn racing cars) their latest Formula 3 and Formula Ford cars and Group Racing Development their latest Type 372 Formula 3 racing car featuring wedge-shape and side radiators.

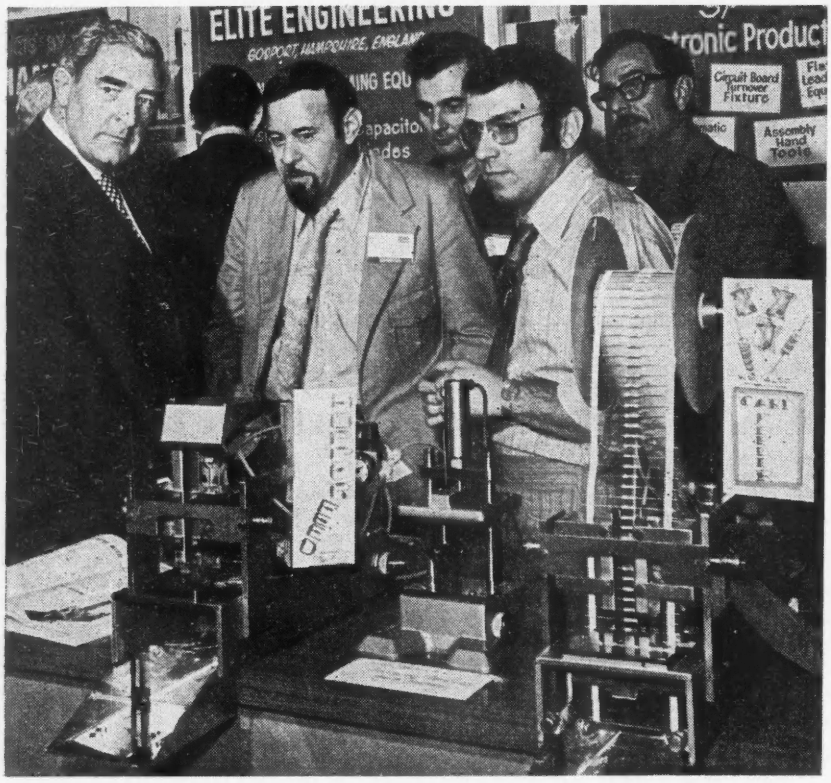
On the components and accessories side the official British contingent included Armstrong Patents who displayed roadholder competition suspension timing equipment; Britax with competition safety harness, quartz-halogen and pre-focus fog and spot lamps, etc.; Dunlop with a display to introduce the Groundhog radial theme in Sweden; GKN Castings, GKN Forgings and Vandervell Products with a wide range of components supplied to the Swedish motor industry and competition parts; Gunson's Colorplugs with their 'Eezibleed' device and self-contained automatic reserve petrol tank (two new products for Scandinavia) and their special spark-plugs; Joseph Lucas with CAV and Girling exhibits; the ignition system fitted to the New Jaguar E Type V12 lighting equipment, competition generators and alternators and other components; Simon Green with leather and wood rim steering wheels and car seats, and Speedograph with a wide range of accessories including 'test and time' instruments, air filters, etc.

Shop window

The exhibitors were generally enthusiastic and expressed themselves as being satisfied with the interest shown in their products. One or two firms took substantial orders and made useful contacts and all agreed that the Show had presented the shop window they required and had helped towards the generating of further business in Sweden.

Most of the exhibitors said that they would certainly try to be back again for the event next year which is planned to take place in March 1973.

At the New York International Cycle Show, Mr. R. C. Little, product manager, Mr. Domenick De Josie, Mr. Thomas De Campli, The Bicycle Shop Inc., Philadelphia, Pennsylvania, and Mr. W. F. Quigley, Vice-President Raleigh Industries Inc. discuss one of the exhibits.



The British Consul-General, Mr. A. A. E. Franklin (left) visited the Elite Engineering booth at Nepcon. Also present were Mr. L. Tepper (front centre) and Mr. H. Mann (front right), the UK firm's American agent.

Many visitors to Nepcon in a buying mood

From the British Consulate-General, Los Angeles

NEPCON '72—West, the annual National Electronic Packaging Exhibition and Convention, was again held at the Anaheim Convention Center, near Los Angeles, California, from February 8-10. Four British firms exhibited in a joint-venture sponsored by the Scottish Council Trade Development and the Department of Trade and Industry. They were greatly encouraged by the mood of optimism and renewed confidence in the American electronic industry which was reflected by visitors and exhibitors alike.

Last year Nepcon—West opened with a bang—literally—when a violent earthquake shook the Los Angeles area resulting in some 60-odd deaths, millions of dollars-worth of property damage, and threatened a large part of the city by seriously damaging a dam located in the hills above the San Fernando Valley. This, coupled with the recession, brought an air of gloom to the show.

In contrast, the '72 show reflected a decidedly improved business condition and attracted approximately 19,000 visitors with many in a buying mood. The four British exhibitors received over 1,200 inquiries from buyers who left their names and addresses.

Mr. Graham Ratcliffe of Jermyn Industries, who manufacture transister and IC sockets and plugs, was pleased with results this year. 'We exceeded our expectations. In fact, we received three times the number of serious inquiries we got last year.'

Henry Mann, the local agent for Elite Engineering Ltd., was of a similar opinion. 'We are very pleased with the show,' he said. 'There was a lot of immediate interest in our preforming equipment with ready buyers willing to do business on the spot. Furthermore, there was a good cross-section of customers with the right title and purchasing authority.'

Returning again

Vickers Instruments, who manufacture precision-measuring equipment for integrated circuit and semiconductor inspection, were exhibiting at Nepcon-West for the first time. Their representative, Mr. J. Whittome, summarised the feelings of the others when he said—'This show has become a must for us—we'll definitely be here again next year.'

Image Analysing Computers Inc., who were showing their Quantimet image analysing computer, termed the organisation of the show as 'first-class'. Also exhibiting at Nepcon, but not as participants of the joint-venture, were Plessey, Rank Precision Industries, and KAVO Dental Ltd.

Steady business at Offenbach Leathergoods Fair

From the British Consulate-General, Frankfurt

SATISFACTORY, but not exciting, was the general assessment of the 46th International Leathergoods Fair, held in the exhibition halls at Offenbach, near Frankfurt, from March 4–9. This is a bi-annual Fair, the spring event attracting buyers from all over the world whereas the autumn fair caters mainly for domestic buyers.

The fashion trend for 1972 centred on brightly coloured bags of synthetic materials, often with a nautical motif, and on 'jumbo' handbags for men, with combinations of red, white and blue dominant.

Both the total number of exhibitors, 450 as against 492, and the number of foreign exhibitors, 101 as against 114, were noticeably down on last spring, a trend due primarily to takeovers and mergers within the industry, with smaller family-owned firms being bought out by larger manufacturers, although some firms have also withdrawn from the Fair.

Twenty-three British firms in an 18-stand joint venture organised by the British Leathergoods Manufacturers' Association and the Department of Trade and Industry formed the largest non-German contingent in what one local newspaper termed 'an all-out attack by the new EEC member on the European leathergoods market.' Italy, France, Austria and Holland were also well represented.

Attendance was generally estimated to be slightly down on last spring and fewer orders were taken from North American (particularly United States) buyers. Some exhibitors felt that the Fair, coming a week later than last spring, had missed the bulk of autumn orders from non-German buyers, who had already placed business at other fairs during the last couple of months, and were tending on this occasion to confine themselves to sample ordering.

Sample orders increase

In 1971 imports of leathergoods to the Federal Republic exceeded exports for the first time and this was reflected in the growing number of sample orders booked by British exhibitors from German buyers, although the bulk of British business was once again with EFTA countries. Against this background it can be said that most of the British exhibitors were broadly satisfied with the results obtained, some more than others. No particularly recognisable pattern of demand was evident, and buying was generally fairly cautious.

A noticeably more optimistic mood prevailed among those members of the British group who in various ways follow up their attendance at the fair with visits to buyers on their home ground. This underlines what should be a truism, but perhaps is not yet so for quite a number of exhibitors, namely that participation at Trade Fairs is only a part of the general export exercise. An encouraging sign is that one firm had undertaken just before the Fair a lengthy survey of the German market with a view to adapting their products against Britain's EEC entry, a factor which was much in the minds of both British manufacturers and Common Market buyers.

Specialist visitors at Kuwait Building Show

From the British Embassy, Kuwait

THE second Building Materials Exhibition in Kuwait, held from February 20–24, followed closely on the heels of its successful predecessor, held almost a year earlier to the day.

Staged by the Building Materials Export Group in conjunction with the Department of Trade and Industry, and sponsored again by Mr Yusuf Ahmad Al-Ghanim, the event ran for five days and attracted a large number of visitors with specialist interests in the trade.

Slightly fewer British companies were represented at this year's exhibition. Of the 14 companies involved, four were new to the Kuwaiti market and therefore had no agents. Three of these had, however, concluded satisfactory agency arrangements by the end of the show.

Although the number of visitors did not exceed more than 500 during the five days, the value of this type of specialist exhibition was again proven if only by the high standard of inquiries. There were few visitors who were not engineers, architects or merchants directly involved in the construction industry, while Government depart-

ments and oil companies were well represented. Although publicity this time for the event was not specifically directed at Lower Gulf States, it was gratifying to note that a number of merchants, came up from Bahrain and Qatar.

Confident of orders

As was established last year it is virtually impossible to estimate the amount of business done, or business likely to arise, from such a specialised exhibition. Suffice it to say, that none of the exhibitors came to Kuwait anticipating orders, but 90 per cent of them were confident that orders would follow as a direct result of their participation.

Some of the firms who were new to Kuwait had no difficulty in selling the contents of their stands, while one company in particular generated a totally unexpected measure of interest among leading local merchants, and was left with the embarrassing task of selecting, as an agent, the best of three excellent candidates.

Once again, the message should ring out loud and clear that final success must depend on follow-ups. It is one thing to put new products and materials on display and attract enthusiastic comment from the local market; it is an entirely different matter when it comes to forcing home the advantage and providing an agent with full support to pursue good business potential.

Follow-up orders anticipated after Miami Boat Show

From the British Trade Development Office, New York

THE success of the 31st Annual Miami International Boat Show, held from February 18–23, 1972, was marked by an increase of 10,000 in attendance to a total of 290,000 visitors. The success of the joint exhibit of 15 British firms was shown by immediate sales of $227,000.

The show included 410 exhibitors displaying power boats, sailing craft, marine engines, electronic gear, inflatable craft, house boats, general marine accessories and hunting and fishing equipment. The boats came in all sizes ranging in price from the $175,000 Hatteras Motor Yacht (the flagship of the show), to inexpensive inflatable tenders with small outboard motors. There was a full line of sailboats, from small 'fun boats' up to the 40-ft. yachts and trawler-type motor sailers. The other overseas exhibitors were four from Norway and two from Canada.

The British exhibit, sponsored jointly by the Department of Trade and Industry and the Ship and Boat Builders National Federation, occupied an area of over 7,000 sq. ft., and offered an interesting variety of exhibits. Peter Storm Ltd. presented a colourful display of their foul-weather clothing already very popular in the United States; marine electronic equipment, including navigational aids and radar sets, were exhibited by Electronic Laboratories Ltd. and EMI (Marine); Sharp and Co. showed their new 'Mate' automatic pilot; and another automatic pilot was exhibited by Space Age Electronics as well as the firm's depth and echo sounders.

In the boat area both Avon Rubber Co. and C-Craft Inflatable Products Ltd. showed their respective ranges of inflatable craft with and without power units; Dell Quay Sales Ltd.'s. unsinkable dories and fisherboat formed an impressive line-up and brought in orders for over 50 boats at the Show alone; there were sailing boats from Honnor Marine Ltd. and Hurley Marine; 'Skipper' dinghies by Richmond Marine and, in the more expensive range, a Russell Marine Ltd. sailing cruiser and the 'Nantucket Clipper' of Offshore Yachts Ltd. Rounding off the British range was Shetland Boats Ltd.'s 2 + 2 sports cruiser.

Products from Britain seen on the stands of United States representatives and distributors were Dunlop Liferafts, Plessey Radar, Lewmar Winches, Petter Mini-Diesel engines, Whale Pumps, various engine blocks, ties and sweaters. Perkins engines had a large and attractive display of their various models.

More business

Apart from immediate sales of $227,000, the British exhibitors foresee a further $320,000 worth of orders as a result of the show this year. EMI Marine, Peter Storm, Space Age Electronics, Richmond Marine, Honnor Marine and Dell Quay did especially well. This confirms the growing importance of the Miami show, and its suitability for participation by British companies.

There is no doubt that, as in the same show in 1971, the excellent British boats and equipment received a great deal of admiration and serious study. The recorded and pending sales prove that British manufacturers can certainly hold their own in competition with domestic and other foreign suppliers. The prospects are good for successful British participation in the Miami show next year.

One hundred and eighty-two exhibitors from 15 countries, including 14 British firms in a joint venture display, exhibited a wide range of equipment at Intertraffic '72 in Hamburg (February 29-March 4). Containers trailers, refrigeration units and lashing gear were on the DTI/Birmingham Chamber of Commerce joint venture display and these exhibits were seen by many of these 17,500 visitors. Part of the British display is seen above.

Five joint venture groups show at Frankfurt Fair

From the British Consulate-General, Frankfurt

OVER three thousand direct exhibitors (16 per cent more than last year) showed their products at the 1972 Frankfurt International Spring Fair which took place from March 5-8. On this occasion a net display area of some 90,000 square metres was in use and over 79,000 trade buyers, 20 per cent more than at the Spring Fair of 1971, visited the Fair.

Foreign participation was, as always, very strong. The number of non-German exhibitors amounted to almost 800 and came from 39 countries. Attendance by overseas buyers—from 85 different countries this time—was up by 18 per cent on 1971. Approximately 31 per cent of the exhibitors were from outside Germany and the largest foreign groups were those from Italy (119), France (109), and Austria (100), followed closely, in fourth place, by the United Kingdom with 98 direct exhibitors. Of the latter, 79 participated in five joint venture groups sponsored by the Department of Trade and Industry in collaboration with the relevant trade associations.

The section of the Fair devoted to all kinds of musical instruments from the traditional to the most modern (including, of course, those in the electronic field), has become practically a trade fair in its own right and almost certainly now the most important one of its kind in the world. Here the United Kingdom was once again strongly represented with two large joint venture groups displaying respectively pianos and other musical instruments. The 11 members of the Piano Manufacturers' Association were unanimous in describing the Fair as 'the best ever'. Substantial orders were taken by all the exhibitors, and indeed some firms had within the first three days of the Fair sold their entire production for a year. All the exhibitors of pianos and piano actions were delighted with the amount of business done and despite inevitable price increases of, in some cases, 10-12 per cent, many new accounts were opened with customers from all over the world.

Organs in demand

The other joint venture in the musical instruments field was that sponsored in collaboration with the Association of Musical Instrument Industries. Thirty-one firms took part and scored considerable successes. One firm alone took orders for electronic organs and other musical instruments to the value of £70,000 with obviously considerably more follow-up orders to come.

All the British exhibitors displaying amplifiers, loudspeakers, echo units and lighting equipment —psychedelic and otherwise—took good orders. All were more than pleased with their results.

Comparative newcomers to the Spring Fair were a number of manufacturers of bone-china, porcelain and pottery. Some were showing for only the second time in Frankfurt and seven firms were grouped this time in a joint venture under the auspices of the Department of Trade and Industry in conjunction with the British Ceramic Manufacturers' Federation. English bone-china continues to be in great demand, in Germany and all over the world. The volume of orders was good, customers from EFTA and EEC countries being well to the fore, with the United States, Canada, and Japan very well represented too.

EXPORT ORDERS

Hitting the £3.5 million mark

The Ford Motor Co. of Australia has once again concluded a shopping expedition for machine tools for an expansion programme for their engine and chassis assembly plant in Australia by purchasing the majority of their requirements in the United Kingdom. On this occasion, business worth approximately £366,000 was placed bringing their expenditure on British machine tools during the last seven years to over £3.5 millions.

Roadstone plant for Guyana

A £60,000 order for a mobile roadstone crushing and screening plant has been awarded to West's (Manchester) Ltd., a WGI Company, by the Ministry of Works, Hydraulics and Supply of the Republic of Guyana.

The equipment is to be ready for shipment by the end of May and will be used on an important road construction scheme in the Republic.

Slices manilla for paper-making

A specially designed rotary cutter has been made in Scotland and despatched to the Philippines for use in the manufacture of special manilla papers. The machine, designed and manufactured by Taylor-Stiles Ltd., Methil, Fife, cost £7,000. It will cut 4 tons of manilla an hour into 1-in. lengths, and it will be in use for 24 hours a day.

Site investigation work for proposed Seychelles dam

A preliminary step in what may lead to the solving of a severe water shortage in Mahé, the principal island in the Seychelles group, is being taken by Foundation Engineering (Overseas) Ltd., a member of the Costain Group. The company has begun site investigation work in connection with the Grand Anse Dam project.

Designed by British consulting engineers Howard Humphreys and Sons, Reading, this major water supply scheme includes the creation of an artificial lake covering an area of about 4.1 hectares by the construction of a dam approximately 145 metres long and 40 metres high across the Grand Anse River, with provision for subsequent raising.

Foundation Engineering's £51,600 contract, involves the sinking of 15 boreholes at various angles to depths of between 5 metres (17 ft.) and 60 metres (201 ft.) into granite.

Diamond drilling equipment is being used on skidmounted rigs, and extensive water absorption tests will be carried out to see how permeable the rock is. Work is being carried out on a steeply sloping and densely wooded site covered with large boulders, and ranging in height from 80 metres (270 ft.) to 130 metres (435 ft.) above sea level.

$250,000 US contract

Bullens Transport Group Ltd., Beaconsfield, Bucks., has been awarded a contract by Asiatic Trans-Pacific Inc. of San Francisco, for packing and transportation within the United Kingdom of freight to and from the United States, including Hawaii. The contract has an estimated value of $250,000 a year. This contract brings the value of such services undertaken by Bullens for United States Corporations to over $1,000,000 per annum.

£20,000 silencer seamer for Germany

A £20,000 machine for end seaming motor car silencers, manufactured by Moon Brothers Ltd., Birkenhead, has been ordered by Eberspacher KG of Neunkirchen, West Germany, one of Europe's largest manufacturers of motor vehicle silencers. The model 2TZ seamer. weighs over 8½ tons (8740 kg). During 1971 seamers of the same type were delivered to silencer manufacturers Heinrich Gillet KG of Edenkoben, West Germany and AP Parts of Canada Ltd., Ontario.

The machine is for double seaming both ends of heavy duty round and irregular shaped silencers in up to 2mm material thickness. Fully automatic in operation, it will give an output of up to 600 silencers an hour, depending on material thickness.

Locos for Zambia mines

Greenwood & Batley Ltd., Leeds, is to supply six electric trolley locomotives and spares to Robert Hudson in Zambia. Four 15-ton locos will go to the Rokana copper mine and two 10-ton locos to the Chingola mine.

This latest order, which will bring the total number of Greenbat locos shipped to Zambia to more than 60, is valued at around £120,000.

Major Italian sewage works contract

Simon-Hartley Ltd., Stoke-on-Trent, has received an order worth approximately £650,000 for mechanical process equipment to be installed in a major municipal sewage works for the City of Rome.

The £2¼ million project, known as 'Rome East, phase one', is the first stage of a large new sewage treatment complex of which it is understood there will be four phases. The first phase in which Simon-Hartley equipment is involved is scheduled for completion early in 1974.

British consultants for the project are Howard Humphreys and Son, Epsom, In addition Johnson-Progress Ltd., also of Stoke-on-Trent, has received an order for filter presses costing approximately £150,000.

This first phase of the new sewage works is designed to treat effluent from a population of 400,000 people with provision for substantial extensions at later stages. The plant is an activated sludge scheme which will employ eight Simcar mechanical aerators each run by 75hp electric motors.

£3 million rolling mill orders

Loewy Robertson Engineering Co. Ltd., Poole, has recently been awarded three major contracts totalling £3 million for the supply of rolling equipment in Europe and the United Kingdom.

The first of these is from Vereinigte Metallwerke Ranshofen, Austria, who have ordered two mills. The second contract has been placed by The Davy Construction Co. Ltd., on behalf of the Royal Mint as part of the new coinage production facility at Llantrisant, Wales.

The third part of Loewy Robertson's £3 million order intake is from the Spanish Mint (Fabrica Nacional de Moneda y Timbre) who have ordered a new slab miller for Spain for removing surface defects from slabs of coinage metal prior to rolling.

A record year for Dunlop

During the 1971 trading year, the aviation division of Dunlop Ltd., Coventry, achieved a substantial increase in its direct export sales of aircraft equipment. This amounts to a 25 per cent increase over the corresponding period of 1970, and brings the division's export sales to over £4.5 million which is an all-time record.

The direct exports of the aviation division includes tyres, wheels, brakes and precision engineered components for such items as anti-skid units, hydraulic and pneumatic control systems, and electrical de-icing and anti-icing systems. The division also provides a product support service on a global basis for all aircraft components supplied by the company.

Over 100 types of aircraft, operated by more than 400 world airlines, corporate operators and air forces, fly with Dunlop components, while a high proportion of the world's jet and turbo-jet civil aircraft are fitted with Dunlop equipment.

Increased exports of farm machinery

Exports by the United Kingdom farm machinery industry in 1971 totalled £261 million—£28 million more than in 1970, the Agricultural Engineers Association has announced.

'This result was achieved by increased exports of tractors and parts which compensated for reduced exports of other farm machinery and engines,' says Mr. Peter Colclough, president of the Association.

£3.5 million compressor station contract

A £3.5 million contract for the construction of a compressor station and associated works has been signed in Iran between the National Iranian Oil Co. and Costain & Press International Ltd.

This follows on the recent opening by HM Shahanshah of Iran of the £17 million gas treatment plant at Bid Boland which was completed in December 1970 after two and a half years construction activity by Costain & Press.

The new contract is situated 75 kilometres from Bid Boland on the main gas trunkline to the Caspian Sea via Tehran and consists of the installation of four English Electric turbo compressor units (having a total of 34,000 h.p) together with the addition of power generation, water supply and ancillary services and an additional unit at the parent station at Bid Boland. Work has already commenced for completion by March 1973.

Hexham company's Canadian deal

Davison Tyne Metal Ltd., the Hexham engineers and ironfounders, has completed its second order for various types of casting for use in coal processing equipment in Canada. The orders, worth more than £20,000, were placed by Birtley Engineering Ltd., Chesterfield, on behalf of its parent company, Great West Steel Industries Ltd., of Vancouver, British Columbia.

All the castings—for cyclones and pulp dividers—are made in nickel-chromium white iron, which is exceptionally hard-wearing and able to resist abrasive and corrosive conditions.

Brazil buys colour television broadcast equipment

EMI has won a contract worth over £55,000 to supply Brazil with colour television broadcast equipment.

Obtained by EMI's sound and vision equipment division, of Hayes, Middlesex, the contract was placed by Radio Rio—a broadcasting organisation based in Rio de Janeiro. The order includes two of EMI's new '2005' three-tube colour cameras, studio video switching equipment and the company's latest portable microwave link for outside broadcasting applications.

TRADE INFORMATION

United Kingdom aid to developing countries

BANGLADESH: It was reported in *Trade and Industry*, February 24, page 335, that the UK Government intended to provide two loans amounting to £4.835 million to the Government of Bangladesh. Agreements in respect of these two loans were signed last month in Dacca. One loan, of £1.435 million, is for the financing of all the outstanding contracts which have been placed with UK firms by Bangladesh importers under previous aid loans. The other loan, of £3.4 million, will take the place of UK loan money allocated to East Pakistan and not yet committed to contracts for the supply of UK goods or services. No information is yet available about the goods or services which Bangladesh intends to purchase under the £3.4 million loan. A further notice will be issued when details become known. **CRE (ref. 37226) ext. 2278**

Greece: trade agreements

YUGOSLAVIA: The five-year trade agreement of September 1966 between Greece and Yugoslavia has been extended until September 30, 1972, by the publication of the first additional protocol. The total of the original agreement, the protocol and the list of goods to be exchanged may be seen in French on application.

SYRIAN ARAB REPUBLIC: The Greek *Official Gazette* of October 22, 1971, published the text of a long-term trade agreement between Greece and the Syrian Arab Republic, which was signed in Athens on May 27, 1969. The text and the list of goods to be exchanged can be seen in Greek and French on application.

ROMANIA: A protocol to the 1971-75 long-term trade agreement between Greece and Romania, signed in Athens on December 13, 1971, covers the exchange of goods in 1972. Details of the protocol and the goods to be exchanged (in French) are held by Tariff Section of Export Data Branch. **EDB ext. 420/475**

Hints to Businessmen booklets

REVISED editions of the booklets on the Federal Republic of Cameroon, Madagascar (the Malagasy Republic) and Japan have been published in the 'Hints to businessmen' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757, ext. 7146) or to any Regional Office of the Department of Trade and Industry.

Air mail for export correspondence

All correspondence overseas should be done by air but care should be taken that mail is fully stamped as correspondence may be delayed and export opportunities lost. Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage. Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 12p. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Uganda five-year plan

UGANDA's third five-year development plan, 1971/72 to 1975/76, has now been published. Some of the main targets are given below:

Production and incomes

(i) Monetary gross domestic product (measured at factor cost and 1966 prices) is planned to reach Shs. 7,025 million in 1976, representing a growth rate over the period 1967/69 to 1975/76 of 5.6 per cent per annum.

(ii) Agricultural production in the monetary sector is planned to grow by 4.8 per cent per annum.

(iii) Industrial production is planned to grow by 7.6 per cent per annum.

(iv) The shares of agriculture and industry in monetary gross domestic product are estimated to be 33.8 and 14.2 per cent respectively in 1976.

(v) Total electricity generating capacity will be expanded by at least 20 MW over the plan period.

(vi) Total fixed investment in the monetary sector over the plan 1971/72 to 1975/76, is estimated at Shs. 7,700 million, of which the share to be borne by the public sector will be 51 per cent. Government development spending is estimated at Shs. 3,200 million. The growth of Government recurrent expenditure will be held at a level not exceeding 7.2 per cent per annum.

Tourism

The number of tourists visiting Uganda in 1976 is expected to be 180,000.

Roads

Five thousand three hundred kilometres of main, access and feeder roads are planned to be constructed or otherwise upgraded.

Water

(i) One thousand five hundred boreholes will be constructed as a step towards the target of 12,500 in the country by 1986.

(ii) Seventy-eight water supply and sewerage systems will be installed or expanded in town and urban areas.

Health

(i) Government hospital bed capacity is planned to increase by 3,400.

(ii) It is planned to construct 72 rural health centres during the period.

Education

(i) The target for PI intakes into grant-aided schools in 1976 is 183,000. Total primary school enrolments will be over 1 million in 1976, about 54 per cent of the primary school age group. Intakes into primary teacher training colleges will increase to 3,200 by 1976.

(ii) The intake of Ugandans into Makerere University in 1976 will be 890.

(iii) The intake into full-time Government and commercial vocational and technical institutions in 1976 will be 2,700.

Copies of the plan are available at the Department of Trade and Industry's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. **CRE ext. 2226**

TARIFF & TRADE NOTICES

European Communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations, proposed regulations and proposed directives which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. It should be noted that the draft texts of the proposed regulations and directive, when finally approved, may differ from the draft texts. The French texts may be seen on application.

General. The *Journal Officiel* No. C22 dated March 6, 1972, contains the draft text of a proposed directive concerning the grant of income supplement to certain farmers.

Processed agricultural products. The *Journal Officiel* No. C22 dated March 6, 1972, contains the draft text of a proposed regulation amending Regulation (CEE) No. 1059/69 determining the trade system applicable to certain goods resulting from the processing of agricultural products.

Cereals and rice. The *Journal Officiel* No. C22 dated March 6, 1972, contains the draft texts of the following proposed regulations:

(i) amending Regulation (CEE) No. 120/67 relating to the common organisation of the markets in the cereals sector;
(ii) fixing the prices in the cereals sector for 1972/3;
(iii) amending Regulation (CEE) No. 120/67 relating to the common organisation of the markets in the cereals sector in so far as it concerns the import system for feed grain in Italy;
(iv) fixing the target price of husked rice for 1972/3;
(v) fixing the intervention prices of paddy rice for 1972/3.

Sugar. The *Journal Officiel* No. C22 dated March 6, 1972, contains the draft texts of the following proposed regulations:

(i) determining the standard quality of white sugar;
(ii) fixing for the 1972/3 sugar marketing year, the prices in the sugar sector, the standard quality of sugar-beet as well as the computation coefficient of the maximum quota;
(iii) fixing, for the 1972/3 marketing year, the derived intervention prices, the intervention prices for raw beet sugar, the minimum prices for sugar-beet, the threshold prices, the guaranteed quantity and the maximum amount of the production quota.

Oils, fats and oil seeds. The *Journal Officiel* No. C22 dated March 6, 1972, contains the draft texts of the following proposed regulations:

(i) fixing the target price for production of olive oil for 1972/3;
(ii) fixing the target prices and the basic intervention prices for oil seeds for 1972/3;
(iii) fixes the 1972/3 marketing year, the principal intervention centres for oil seeds, and the derived intervention prices applicable thereto;
(iv) fixes the amount of aid for cotton seeds for 1972/3.

Flax and hemp. The *Journal Officiel* No. C22 dated March 6, 1972, contains the draft text of a proposed regulation fixing the aid for flax and hemp for 1972/3.

Milk and milk Products. The *Journal Officiel* No. C22 dated March 6, 1972, contains the draft texts of the following proposed regulations:

(i) fixing the target price for milk and the intervention prices for butter, powdered skimmed milk and Grana Padano and Parmigiano Reggiano cheese, applicable during the 1972/3 milk marketing year.
(ii) fixing the threshold prices for certain milk products for 1972/3.
(iii) fixing the aids granted for skimmed milk and powdered milk intended for animal feedstuffs, applicable during the 1972/3 milk marketing year.

Cattlemeat, beef and veal. The *Journal Officiel* No. C22 dated March 6, 1972, contains the draft texts of the following proposed regulations:

(i) fixing the guidance price, applicable during 1972/3, to calves and adult bovine animals and the guidance price for adult bovine animals for 1973/4.
(ii) establishing a premium system to boost productivity in the cattlemeat sector.
(iii) amending Regulation (CEE) No. 805/68 in so far as it concerns the special import system for young bovine animals and calves intended for fattening.

Tobacco. The *Journal Officiel* No. C22 dated March 6, 1972, contains the draft text of a proposed regulation fixing the norm prices, the intervention prices as well as the reference qualities for leaf-tobacco for the 1972 crop.

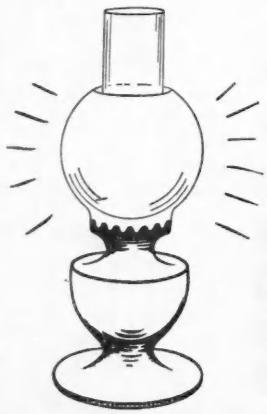
Pigmeat. The *Journal Officiel* No. C22 dated March 6, 1972, contains the draft text of a proposed regulation fixing the basic price and the standard quality of slaughtered pigmeat for the period November 1, 1972, to October 31, 1973.

Wine. Regulation (CEE) No. 447/72 fixes the average producer prices in the wine sector. (*Journal Officiel* No. L57, March 8, 1972)

The *Journal Officiel* No. C22 dated March 6, 1972, contains the draft text of a proposed regulation fixing the guidance price of wine for the period December 16, 1972, to December 15, 1973.

Correction: The *Journal Officiel* No. L57 dated March 8, 1972,

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.


LIGHTEN
YOUR LOAD
by always
using
BOWCOURT
EXPORT
INVOICE
FORMS
(most people already do!)
Bowen & Court
LIMITED
8-9 EAST HARDING ST·LONDON·EC4
Phone 01-583 0854

contains a correction to Regulation (CEE) No. 816/70 relating to the common organisation of the market in the wine sector.

Fruit and Vegetables. Regulation (CEE) No. 471/72 records a state of serious crisis in the market for peas (*Journal Officiel* No. L56, March 7, 1972)

Regulation (CEE) No. 487/72 fixes the standard values for the valuation of imported citrus fruits. (*Journal Officiel* No. L58, March 9, 1972).

Regulation (CEE) No. 488/72 records a state of serious crisis in the market for cauliflowers. (*Journal Officiel* No. L58, March 9, 1972). **EDB ext. 7174/408**

RULES OF COMPETITION—CORRECTION: The *Journal Officiel des Communautés Européennes* No. L55 dated March 4, 1972, contains a correction to the Commission's Decision of December 9, 1971 relating to proceedings under Article 86 of the EEC Treaty (IV-26.811—Continental Can Company). **CRE ext. 2354/2354**

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated January 27, 1972, contained a notice about Regulation (CEE) No. 2799/71 relating to the opening of tariff preferences for certain textile products and footwear originating in developing countries. The *Journal Officiel des Communautés Européennes* No. L48 contains the text of Regulation (CEE) No. 376/72 reimposing the Common Customs Tariff duties on flax or *ramie* yarn, not put up for retail sale (CCT. No. 54.03), originating in developing countries benefiting from tariff preferences specified in Regulation (CEE) No. 2799/71. The French texts may be seen on application. **EDB ext. 7174/408**

France

FOOD REGULATIONS: The French *Journal Officiel* of February 27 published details of regulations governing the use of emulsifiers in the making of pastry, biscuits and biscottes and stated that emulsifiers of mono or di-glycerides of stearic, palmitic, oleic and linoleic acids or their mixtures must not be more than one per cent of the flour used. If other emulsifying agents are also used the total amount of emulsifiers must not exceed one per cent of the flour used. Copies of the French text can be sent on request or seen at Export House. **EDB ext. 423/408/288**

Italy

VALUE ADDED TAX: A decree to postpone the introduction of Value Added Tax until January 1, 1973, was approved by the Italian Parliament on March 9. Further information will be given in *Trade and Industry* on publication of notification in the Italian *Official Gazette*. **EDB ext. 466/467/482**

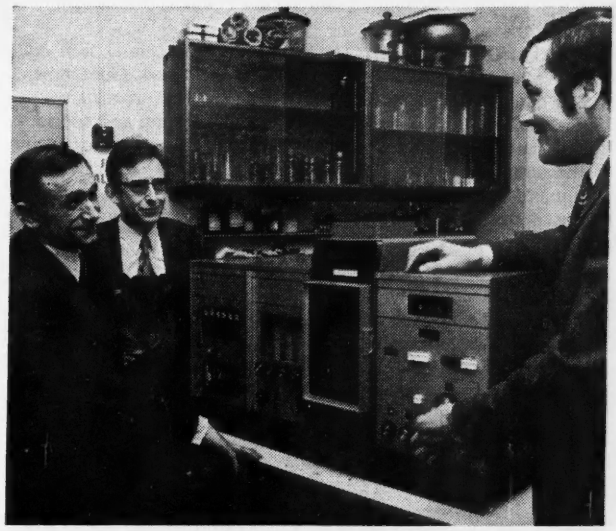
Yugoslavia

RETENTION QUOTAS: In *Trade and Industry*, January 20, it was announced that the Yugoslav foreign trade and exchange system had been revised. Part of the new regulations concerned the retention quota, which is the part of foreign exchange earnings which may be retained by Yugoslav exporters for their own use. It has now been announced that in addition to the two rates of 20 per cent for visible exports and 45 per cent for tourism, a third rate of 100 per cent of the net foreign exchange income earned from construction works, research work and other services performed abroad may be retained by the Yugoslav exporter. The new rates apply retroactively from January 1, 1972. **EDB ext. 420/475**

Spain

JOINT ASSEMBLY—FANS FOR THERMOELECTRIC POWER STATIONS: In the Spanish *State Gazette* of March 6 the Spanish authorities published approval under the special system of joint assembly (details of which appeared in the *Board of Trade Journal*, August 11, 1967, page 368) of a *pro forma* resolution for the manufacture of fans for thermoelectric power stations of more than 250MW. The parts, components and materials which may be necessary to import for inclusion in the Spanish manufacture will be subject to a reduction of 95 per cent of the corresponding import duty. On application, specific resolutions could be approved by the Directorate of Tariff Policy, given a technical and sufficiently detailed description of the parts, components, etc., to be imported with the reduced import duty, provided the total value of such parts does not exceed 40 per cent of the total industrial cost price. From the time of coming into force of the first specific resolution for the joint assembly of these items all customs duty reductions or exemptions for the import of this type of equipment will be suspended. The current *pro forma* resolution will remain in force until March 6, 1974. British exporters interested in proposing themselves as potential partners should send details of their equipment to the British Embassy, Commercial Department, Fernando el Santo 16, Madrid 4, who will make local inquiries on their behalf.

EDB ext. 462/471/472/473



Three days after the introduction of their latest and most advanced atomic absorption spectrophotometer, Pye Unicam Ltd. of Cambridge received a telephone call from Professor Quency of Lyon Neurological Hospital in France asking if he could fly to Britain to see the instrument. The reason for Professor Quency's interest in this Unicam SP1900, is that it is capable of detecting minute quantities of metal in liquids; quantities as small as one part in a million parts of solution. This detection limit will allow Professor Quency to perform analyses of cerebral fluids drawn from the spine with the purpose of determining the amounts of copper and iron in the fluid and thus relating these amounts to normal or damaged brains. From left to right are: Professor Quency, M. Maillot, Pye Unicam France, Mr. Trevor Ashman, Pye Unicam area manager—France.

HOME COMPENSATION TAX: The Spanish *State Gazette* of March 8 announced the extension of a temporary concessional rate of Home Compensation Tax Levy until April 22, 1972, on the following:

Tariff no.	Description	Home Compensation Tax Levy per cent
03.02-A	Cod fish	1.5
07.05-B.1	Chick-peas	1.5
09.01-A	Unroasted coffee	4.8
26.01-A.2	Iron ore; other	1.5
27.01-A	Coal (the reduction will only affect coal suitable for coking, either directly or by mixture, imported by steel coking-plants for their use in steel manufacture)	1.5
31.02-A	Natural sodium nitrate, containing not more than 16 per cent of nitrogen	1.5

EDB ext. 462/471/472/473

Dear Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET, and *not* to HMSO.

Greece

ANIMAL FOODSTUFFS: The preparation of animal feed concentrates, at present the responsibility of the Greek Government, is to be handed over to the Greek industry with effect from January 1, 1973. A laboratory will be set up for quality testing and specifications of animal foodstuffs. As a result of this change, the extension of the temporary abolition to import duty, to December 31, 1972, announced in *Trade and Industry*, February 10 has been granted for the last time. **EDB ext. 420/475**

Saudi Arabia

CUSTOMS TARIFF: Further to the notice in *Trade and Industry* February 3, the rate of customs duty on goods falling under the following headings has been amended:

02.01	02.02	02.04	04.04	13.02	32.04	32.05	32.06	32.07
32.08	32.09	32.11	32.12	38.07	38.08	38.18	39.01	39.02
39.03	39.04	39.05	39.06	40.01	40.02	40.03	40.04	40.05
40.07	40.08	40.11	40.15	44.03	44.04	44.05	44.06	44.07
44.08	44.09	44.10	44.11	44.12	44.14	44.15	44.16	44.17
44.18	62.01	63.01	69.01	69.02	69.03	71.12	71.15	73.09
73.10	73.11	73.12	73.13	73.14	73.25	74.03	74.10	75.02
76.02	76.03	76.04	76.05	77.02	77.04	78.02	79.02	80.02
81.01	81.02	81.03	81.04	83.15	84.09	84.12	84.15	84.23
84.24	85.22	85.23	85.24	87.01	87.02	87.03	87.04	87.05
87.07	87.09	87.10	87.14	97.01				

Firms should indicate in their inquiries the items in which they are interested. **EDB ext. 420/475**

Ghana

IMPORT REGULATIONS: The following notice was published in the Ghana *Commercial and Industrial Bulletin* of February 29. **Notice to Importers/Manufacturers of Scheduled Essential Commodities No. 391:** It is announced from the Secretariat of the Essential Commodities Committee that importers/manufacturers of the following scheduled essential commodities should submit to the Secretariat, particulars of these commodities as shown in paragraph 2 and 3 below: rice, corned beef, sardines, sugar (cube and granulated), milk (evaporated), matchets (or cutlasses), flour, baby foods, mackerel (or pilchards), common soap (pale and carbolic), codfish (stock fish or corvina fish).

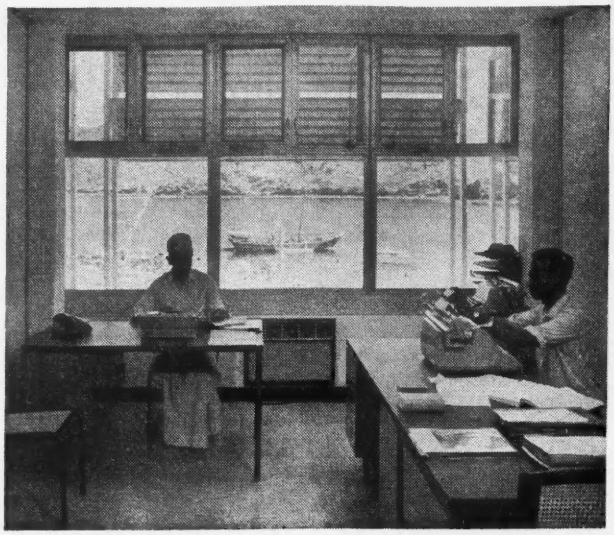
2. In respect of imported commodities they should submit the following particulars, giving quantities and values:

(i) stocks held at present in wholesale in Ghana;
(ii) stocks in the pipe-line (ie (a) on the high seas and (b) at Ghanaian ports);
(iii) stocks for which firm orders have been concluded but not yet shipped;
(iv) stocks for which firm orders have been concluded but not yet executed.

3. In respect of locally produced goods, distributors should submit particulars of stocks held at present in their warehouses. Manufacturers should submit the following particulars giving quantities and values:

(i) stocks of finished products in their warehouses;
(ii) stocks of raw materials held in their warehouses and the normal monthly rate of consumption (ie in manufacture);
(iii) stocks of raw materials: (a) on the high seas and (b) at Ghanaian ports;
(iv) stocks of raw materials for which firm orders have been concluded but not yet shipped;
(v) stocks of raw materials for which firm orders have been concluded but not yet executed.

4. Submissions should reach the Secretary, Essential Commodities



New government offices at Muscat. The cool-looking interiors were created using the Context partitioning system manufactured by Tenon Contracts Ltd. of Kings Lynn, Norfolk. Architect John R. Harris, who designed the offices, sought to combine a pleasant visual appearance with a high degree of in-built flexibility.

JANCO جانكو

TRADE . INDUSTRY . CONTRACTS تجاره . صناعه . مقاولات

HEAD OFFICE:

JEDDAH

P.O.B. 1831 JEDDAH, KINGDOM OF SAUDI ARABIA.

Tel. 6856, 2437, 5928. Telegrams: JANCOTIC JEDDAH

BRANCHES

RIYADH—Kingdom of SAUDI ARABIA
P.O.B. 783 Riyadh
Tel. 62454
Telegrams: JANCOTIC RIYADH

MANNHEIM—W. GERMANY
MAIN—NECKAR—BAHN—STRASSE 6
68 Mannheim 71/Germany
Tel. (0621) 871394
Telegrams: JANCOTIC MANNHEIM

BEIRUT—LEBANON
Hashim Abdulrahman El Hashim Building
CORNISH EL MAZRAAH
Tel. 306501
Telegrams: JANCOTIC BEIRUT

MECCA—Kingdom of SAUDI ARABIA
JANCO KILO 151 MECCA
Tel. 20247

LONDON U.K.
27 Marylebone Road, NW1 5JS
Tel. 01-935 5801
Telegrams: JANCOTIC LONDON
Telex 23486 JANCOTIC LONDON

Enquiries for AMMAN—JORDAN to London office please.

JANCO OFFERS

Assistance in selling products in the Middle East.
Agency facilities.
Collaboration in obtaining and executing contracts.
Arranging visits for officials and representatives.

IN STOCK NOW:—

DIRECTORY OF ISRAELI

MANUFACTURERS, IMPORTERS. EXPORTERS, ETC.

1971 Edn.

Price: £2.50 plus post

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK £1.50 plus Post 15 p.

'OVERSEAS DIRECTORIES & SUBSCRIPTIONS' £2.50
(Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO

Committee, Trade Fair Site, PO Box M47, Accra, on or before March 8.

British exporters of these commodities who completed contracts for their supply or made actual shipments on or before March 8 are advised to ensure that their customers have made the necessary submissions. **EDB ext. 471/472/473**

IMPORT CONTROL—CORRECTION: A notice published in *Trade and Industry*, March 9, page 408, gave a list of items designated as 'The Scheduled Essential Commodities'. The following corrections should be made: 'Cotton, Yarn,' to read 'Cotton yarn'; 'Universal Plates and Sheets' to read 'Univerals, Plates and sheets'; and the addition after 'Hops and Hops extract' of 'Malt and Malt extract'. **EDB ext. 471/472/473**

Republic of South Africa

SALES DUTY CHANGES: The following alterations were notified in the South African *Government Gazette* of March 3:

The sales duty on engines for boats is reduced from 30 per cent to 15 per cent.
The sales duty on ships and boats is reduced from 30 per cent to 15 per cent. **EDB ext. 471/472/473/462**

FERTILISERS: The South African *Government Gazette* of March 3 carries amendments to the Registration and Sale of Fertilisers Regulations concerning nitrogenous fertilisers, phosphoric acid, super- and double-super-phosphate, also ammoniated super- and double-super-phosphate. The amendments are effective from July 1, 1972. **EDB ext. 471/472/473/462**

Malawi

CUSTOMS TARIFF AMENDMENTS: Malawi Government Notices 37 and 39 amend the Customs Tariff in Part III—Customs Duties, with effect from February 25 to the following extent:

Government Notice No. 37. By the deletion of all the material in column 2 in respect of subheading 22.09.04 and the substitution therefor of the following:

Brandy and gin of all kinds
Note: 'whisky' has now been deleted from this tariff subheading.

Government Notice No. 39. Notice under heading 100.15 of the customs tariff. The Minister of Finance defines the construction of new hotels and similar tourist accommodation, or the major improvements or additions to existing hotels or accommodation, to be undertakings of national importance, approves for the purpose of the said heading 100.15, the importation or removal from bond of goods coming within any of the descriptions set out below, for use in any such undertaking, subject to his prior detailed approval of the individual undertaking and a list of the goods to be imported or removed from bond:

Locks, hinges and similar fitting: of base metal.
Sanitary ware and fittings.
Tiles. **EDB ext. 473, 471, 472/462**

Central African Republic

IMPORTATION OF TRANSISTOR RADIOS, ELECTROPHONES AND STORM LANTERNS: It has been announced that the jumelage (twinning) system has been introduced for portable transistor radios, electrophones and storm lanterns manufactured by the Centre Industriel Centrafricano-Israelien (CICI). The base of the jumelage is as follows:

(*a*) transistor-radios: one imported for every three manufactured by CICI;
(*b*) electrophones: one imported for every two manufactured by CICI;
(*c*) storm lanterns: one imported for each manufactured by CICI.

The jumelage system does not apply to similar products manufactured in the Member States of UDEAC (Central African Customs Union). **EDB ext. 462/471/472/473**

Thailand

MOTOR-CYCLE ASSEMBLY REGULATIONS: The Thai Ministry of Industry has announced changes in Government policy with regard to the manufacture of motor-cycles. The following measures will be undertaken: (1) No new motor-cycle assembly factories will be permitted for a period of five years from November 3, 1971; (2) existing assembly factories must, within two years, be using locally produced parts to the value of at least 50 per cent of the total cost; (3) any further changes in the future will be notified by the Ministry of Industry. **EDB ext. 477**

Australia

TARIFF BOARD INQUIRY ON BAGS AND SACKS: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of bags and sacks of a kind used for the packing of goods (tariff item 62.03). This reference is of departmental origin. Details of the tariff items under which the goods are dutiable may be obtained from Tariff Section, Export Data Branch (ext. 468/469/401).

The matter has been reported by the British High Commission at Canberra, which has been asked to notify the Australian authorities as soon as possible of United Kingdom interests proposing to give evidence; notification in this instance must be given to the Australian authorities not later than April 10, 1972. Before that date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting reference number CRE 870/72. Evidence may be submitted to the Tariff Board either directly by the

(*continued on next page*)

FOR FAST OVERLAND SERVICES Containers, Tankers, Low Loaders, Box, Tilt and Refrigerated T.I.R. Trailers
GROUPAGE & FULL LOADS

TURKEY, IRAN, IRAQ, KUWAIT, SAUDI ARABIA

BAHREIN, ABU DHABI, DUBAI, DOHA, LEBANON, SYRIA, JORDAN, AFGHANISTAN, PAKISTAN
GREECE, BULGARIA, YUGOSLAVIA, RUMANIA, AUSTRIA, HOLLAND, BELGIUM AND GERMANY

ECONOMICAL RATES BY SEA TO ISTANBUL, ISKENDERUN, HENCE BY ROAD OR RAIL TO IRAN, IRAQ, KUWAIT
ALSO ROAD TO ISTANBUL THEN AIR TO MIDDLE EAST

TOPKAPI **T.T.T.** HEAD OFFICE: LONDON, GILLIES STREET, N.W.5.
Tel. 01-267 3221 Telex. 267 717

SIMILAR GROUPAGE SERVICES FROM CONTINENT TO TURKEY & MIDDLE EAST

AUSTRALIA
continued

firm or trade association concerned or through the facilities provided by the Australian British Trade Association, 21 Tothill Street, London SW1 (tel: 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. **CRE ext. 2318/2319**

TARIFF CHANGES: Details are given below of changes made in the Australian Customs Tariff by Customs tariff proposals No. 2, which came into effect on February 14, 1972, and are consequent upon the Tariff Board inquiries into the following:

1 Mining, metallurgical, etc. machinery
2 Steam engines, boilers and power units
3 Yeast
4 Tetraethyl-lead, tetramethyl-lead and anti-knock preparations.

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-71

Tariff no.	Goods	Rate of duty: General	Rate of duty: Preferential
Omit item 29.34, insert the following item:			
29.34	*Other organo-inorganic compounds:		
29.34.1	Tetraethyl-lead; tetramethyl-lead	17½%	10%
29.34.9	Other	7½%	Free
After sub-item 38.14.1 insert the following sub-item:			
38.14.2	Anti-knock preparations based on tetraethyl-lead or tetramethyl-lead	17½%	10%
Omit note 5 to Chapter 84.			
Omit items 84.01 to 84.05 (inclusive), insert the following items:			
84.01	*Steam and other vapour generating boilers (excluding central heating hot water boilers capable also of producing low pressure steam)	25%	15%
84.02	*Auxiliary plant for use with steam and other vapour generating boilers (including economisers, superheaters, soot removers, gas recoverers and the like); condensers for vapour engines and power units	25%	15%
84.03	*Producer gas and water gas generators, with or without purifiers; acetylene gas generators (water process)and similar gas generators, with or without purifiers	30%	20%
84.04	*Steam engines (including mobile engines, but not including steam tractors falling within item 87.01 or mechanically propelled road rollers) with self-contained boilers	7½%	Free
84.05	*Steam and other vapour power units, not incorporating boilers	7½%	Free
Omit items 84.13 and 84.14, insert the following items:			
84.13	*Furnace burners for liquid fuel (that is to say, atomisers), and furnace burners for pulverised solid fuel or for gas; mechanical stokers, mechanical grates, mechanical ash dischargers and similar appliances:		
84.13.1	Mechanical stokers, mechanical grates, mechanical ash dischargers and similar appliances	20%	10%
84.13.9	Other	30%	20%
84.14	*Industrial and laboratory furnaces and ovens, non-electric	20%	10%
Omit sub-items 84.22.5 and 84.22.6, insert the following sub-item:			
84.22.5	Coal conveyors, ore conveyors and ore belt distributors; teleferics and aerial cableways	In respect of the conveyor or elevator belting, if any, for coal conveyors, ore conveyors and ore belt distributors —35%; in respect of the remainder of the goods —20%	In respect of the conveyor or elevator belting, if any, for coal conveyors, ore conveyors and ore belt distributors —25%; in respect of the remainder of the goods —10%
Omit sub-items 84.23.5 and 84.23.9, insert the following sub-item:			
84.23.9	Other:		
84.23.91	Diamond drilling machines and parts and accessories therefor other than core barrel assemblies, reamer shells and drill rods or pipes, augering machines; rock boring machines; rock cutting machines other than coal cutting machines	30%	20%
84.23.92	Drill rods or pipes for diamond drilling machines	20%	10%
84.23.99	Other	7½%	Free
Omit item 84.43, insert the following item:			
84.43	*Converters, ladles, ingot moulds and casting machines, of a kind used in metallurgy and in metal foundries:		
84.43.1	Pressure casting machines	30%	20%
84.43.9	Other	20%	10%
Omit item 84.56, insert the following item:			
84.56	*Machinery for sorting, screening, separating, washing, crushing, grinding or mixing earth, stone, ores or other mineral substances, in solid (including powder and paste) form; machinery for agglomerating, moulding or shaping solid mineral fuels, ceramic paste, unhardened cements, plastering materials or other mineral products in powder or paste form; machines for forming foundry moulds of sand:		
84.56.1	Runner mills being pestles and mortars	7½%	Free
84.56.2	Asphalt plants; brick presses; concrete mixers; jaw crushing or grinding machines having a working weight less than 50 tons; vertical rotary crushing or grinding machines having a working weight less than 50 tons	30%	20%
84.56.9	Other	20%	10%
Omit from sub-item 84.59.1:			
(1) runner mills;			
Omit sub-items 90.01.1 and 90.01.2, insert the following sub-items:			
90.01.1	Ophthalmic powered lenses; shaped eye-pieces, not powered and other than of glass, for spectacles, goggles and the like	37½%	17½%
90.01.2	Powered glass lenses, not being goods falling within sub-item 90.01.1	7½%	Free
After sub-item 97.03.2 insert the following sub-item:			
97.03.3	Goods of a kind that: (a) have a counterpart falling within an item outside the items in Chapter 97; and (b) perform, albeit in an inferior manner, similar work or functions to that counterpart, viz.: Microscopes	The rate of duty set out in this column in the tariff classification that would apply to the goods if they were their counterpart	The rate of duty set out in this column in the tariff classification that would apply to the goods if they were their counterpart

Details are given below of changes made in the Australian Customs Tariff by Customs tariff proposals No. 5, which came into effect on March 3, 1972, and are consequent upon the Tariff Board inquiry into industrial gamma ray equipment (originally published in the *Board of Trade Journal*, October 21, 1970, under the heading 'Industrial Radiographic Equipment'):

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-71

Tariff no.	Goods	Rate of duty: General	Rate of duty: Preferential
Omit note 10 to Chapter 90			
Omit item 90.20.3, insert the following sub-item:			
90.20.3	Gamma ray apparatus, non-medical as follows: (a) radiographic apparatus; (b) other apparatus having a capacity not exceeding the equivalent of 200 curies of Cobalt 60	20%	10%

EDB ext. 401/468/469

Guyana

IMPORT RESTRICTIONS: Under the Guyana Trade (Control of Import and Export) (Amendments) Order, 1972, a number of additional items are made subject to import licensing. The items affected are: 716-07, printing and book binding machinery; 841-11, crash helmets; 861-02, photographic and cinematographic apparatus and appliances; 862-01.1, films; 862-01.9, other photographic and cinematographic supplies; 862-03, chemical products for use in photography for retail sale. **EDB ext. 7312/474/476**

New Zealand

TARIFF AND DEVELOPMENT BOARD REPORTS: Copies of the following New Zealand Tariff and Development Board reports have been received and are available from Commercial Relations and Exports Division.

Tariff no.	Description
ex 32.10.09	Modellers' enamels
50.09 etc.	Certain woven fabrics containing man-made discontinuous fibres (but not containing wool) also certain woven fabrics containing both man-made discontinuous fibres and wool
84.49.11	Post-hole and similar auger type diggers of less than 10 h.p. and chainsaw digger attachments
85.21	Mounted piezo-electric crystals

CRE ext. 2321

Jamaica

IMPORT LICENSING ARRANGEMENTS: The list of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal*, September 27, 1968) has been amended by the addition of items: 179, Arc welding rods (coated); 180, Egg cartons of all materials.

EDB ext. 474/476/7312

Chile

THE UNCTAD III meeting is to be held in Santiago from mid-April until about mid-May. More than 3,000 foreign visitors are expected in the city and all existing hotel accommodation will be fully booked. British businessmen intending to visit Chile in the near future are therefore advised to avoid this period, if possible.

Colombia

PRIOR DEPOSITS: Resolution No. 17 of March 1, 1972, issued by the Colombian Monetary Board reduces the prior import deposit on goods included under the following tariff numbers:

Deposit reduced to 10% fob value:

32.08.A
90.10.E.I

Deposit reduced to 30% fob value:

34.03
37.04.A

Deposit reduced to 50% fob value:

05.07	29.06.A.V	29.11.A.III	29.13.B.IV.a	29.16.C.III
28.45.C	29.06.A.VI	29.11.A.IV	29.13.B.IV.b	29.16.D
28.45.D	29.06.C	29.11.A.V	29.13.B.IV.c	29.16.E.IV
28.45.E	29.07.A.I	29.11.A.VI	29.13.B.IV.d	32.07.A
28.45.H	29.07.A.II	29.11.A.VIII	29.13.C.II	32.07.B.II.b
28.46.A.II	29.07.C.I	29.11.A.X	29.13.D	34.02.A.II
28.46.A.III	29.07.C.III	29.11.B.II	29.13.E.I	35.02.A
28.46.A.IV	29.07.C.V	29.11.B.III	29.13.E.II	35.01.B
28.47.B.II	29.07.D	29.11.D.I	29.13.E.III	35.04.A
28.47.B.III	29.90.A.I	29.11.D.III	29.13.E.IV	35.04.B
28.48.A	29.09.A.III	29.11.E.II	29.16.A.I.b	38.03.A
28.48.B	29.09.A.III	29.12	29.16.A.I.c	40.14.A
29.06.A.I	29.09.A.IV	29.13.A.III.a	29.16.B.I.a	49.08.A
29.06.A.III	29.09.B.I	29.13.A.III.b	29.16.B.II.b.2	70.20.A.I
29.06.A.IV	29.09.B.III	29.13.A.III.c	29.16.C.II	70.20.A.II

EDB ext. 474/476/7312

Uruguay

IMPORT SURCHARGES AND CERTAIN PRIOR DEPOSITS AMENDED AND BAN ON CAPITAL GOODS EXTENDED: In recent measures taken by the new Uruguayan Government, imports of capital goods remain suspended until June 30, 1972, and changes are made to the existing import surcharges and certain prior deposits.

1. Article 1 of Decree No. 803/971 of December 6, 1971 (see *Trade and Industry*, February 3, 1972), which raised all surcharges of 50 per cent and above to 300 per cent, is cancelled. Article 5 of the same decree, which increased prior deposits on raw materials listed in Decree No. 334/971, is also cancelled.

2. Article 2 of Decree No. 536/971 of August 24, 1971, and the 5 per cent surcharge mentioned therein are cancelled. (Article 2 of this decree read: 'The present surcharge of 5 per cent to be increased to 15 per cent'.)

(continued on next page)

NEW ZEALAND

The news travels

"Prime tourist target in Pacific area...greatest expansion potential..."

New Zealand's tourist industry is growing faster than the world rate; with no doubt at all, tourism is quickly taking its place as a vital factor in the economic growth of the country.

Tourist amenities and services are expanding to meet the demand.

Annual tourist figures will reach well over half a million during the next eight years; there was a 30% increase last year alone!

We know, because we are there, deeply involved in New Zealand's development—ready to help you too.

Meanwhile, why not study a copy of the latest edition of our 'Review of the Economic Situation in New Zealand' or our booklet 'Investing in New Zealand'? They are yours for the asking.

Over 200 branches and agencies throughout New Zealand.

The National Bank OF NEW ZEALAND LIMITED

Our London Address:
8 Moorgate, EC2R 6DB. Telephone: 01-606 8311

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
Order for advertisements should be addressed to HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN
Replies to Box Numbers should be addressed to Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd., are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montague Industrial Estate, Edmonton, London, N.18. Tel: EDMonton 2150.

MANAGEMENT INFORMATION/LOCATION PROBLEMS—I offer a full and practical service to firms who require their costing, financial and/or complete management information systems revised or installed over, say a 3/6 month period. Also location studies, taxation, grants, legal, etc. advice and assistance on setting up operations in the U.K. Realistic flat fees. No extras. Write Box No. M. 12238.

'T & I' subscriptions and sales

Subscriptions and sales inquiries about *Trade and Industry* should be directed to HMSO at any of the following addresses, 49 High Holborn, London, W.C.1; 13a Castle Street, Edinburgh 2; Brazennose Street, Manchester 2; 258 Broad Street, Birmingham 1; 109 St. Mary Street, Cardiff CF11 JW; 50 Fairfax Street, Bristol BS1 3DE; 7-11 Linenhall Street, Belfast 1; or through any bookseller.

URUGUAY
continued

3. Surcharges of 25, 50, 80, 110, 170 and 250 per cent are now substituted respectively by 10, 30, 60, 90, 150 and 225 per cent.

4. The minimum surcharge on goods listed with a 60 per cent surcharge or above is now fixed at 10 per cent.

5. The dispositions mentioned in Article 1 of Decree No. 884/971 of December 28, 1971, will now apply to goods paying a surcharge of 30 per cent or above.

EXCHANGE CONTROL: In recent measures taken by the new Government in Uruguay a system of two exchange rates was introduced.

The 'Commercial' rate is for imports and exports and public sector operations. This rate will be subject to periodic adjustment by the Central Bank. The market opened at:

Selling rate: 500 Uruguayan Pesos per United States dollar
Buying rate: 495 Uruguayan Pesos per United States dollar.

The rate of the 'Financial' market, which is for tourism and travel, etc., has not yet been fixed but will be determined by supply and demand. **EDB ext. 474/476/7312**

GOODS FREE FROM CUSTOMS DUTIES AND TAXES FOR 1972: Uruguayan Decree No. 893/971 authorises the importation of the following goods to be free from import duties, taxes, surcharges and prior deposits for the period of 1972:

(*a*) fertilisers and raw materials for their manufacture;
(*b*) jute fabric;
(*c*) seeds, in accordance with the regulations issued by the Ministry of Livestock and Agriculture;
(*d*) vaccines, with the exception of those included in sub-group 42.875 (leguminous vaccines) of the Uruguayan Import List.

EDB ext. 474/476/7312

United States

DOCK STRIKES (as at March 17): East Coast and Gulf ports: So far only the dockers in Philadelphia have rejected the new contract and resumed the strike. The Port of Baltimore was the other port at which the dockers rejected the offer, but they have now decided to accept the terms. The position has been complicated by the fact that some of the clerks and checkers in Providence, Mobile, and the Gulf ports have not agreed to the new contract and may resume their strike. The Pay Board's decision on the West Coast ports may also have some effect.

West Coast ports: The employers and unions are now working under the terms of a new contract, but the Pay Board has decided that the terms are not acceptable. What will happen next is the subject of much speculation, but if the original threat by the union leaders is adhered to, it is likely that the West Coast dockers will resume the strike. This decision must place grave doubts as to whether the Board will accept the East Coast settlement.

CRE ext. 2647

Canada

INFLAMMABLE TEXTILES AND TEXTILE PRODUCTS: A notice concerning the sale in Canada of inflammable textiles and textile products was published in *Trade and Industry*, December 2, 1971. The Canadian Department of Consumer and Corporate Affairs has issued a statement which provides information and guidance to those concerned with the manufacture, sale or import of consumer textile products. The information contained in the release has specific reference to the flammability of such commodities as required under the Hazardous Products Act and its Regulations.

The release also contains particulars of Orders in Council PC 1971-2276 and PC 1971-2277 which amend the Act. PC 1971-2276 came into effect on November 2, 1971, and established a basic flammability standard for all textile fibre products for consumer use and in addition established a more stringent flammability standard for children's sleepwear, etc. PC 1971-2277, which comes into effect on April 1, 1972, establishes a flammability standard for all textile fibre products for use on or about beds or on pillows, including bedspreads, sheets, blankets, both electric and regular, and pillow cases. As from April 1, 1972, such articles are banned if, when tested in accordance with the method prescribed in the Standard Method of Test for Flammability of Clothing Textiles ASTM D 1230-61 (a standard of the American Society for Testing and Materials), they have a time of flame spread (*a*) of 7 seconds or less, where the products do not have a raised fibre surface, or (*b*) of 7 seconds or less with ignition or fusion of the base fibre occurring within that time, where the products have a raised fibre surface.

Copies of the full text of the notice and of the regulations are available from Tariff Section. **EDB ext. 455/456/457**

HEARING AIDS: The Canadian Food and Drugs Directorate has announced in Trade Information Letter 366 that the Health Protection Branch of the Directorate is giving consideration to ways by which recommendations concerning hearing aids can best be implemented. Among the recommendations being considered are the following: (1) That standards for measuring peformance statistics of hearing aids should be set up under the Food and Drugs Act, and (2) that regulations be passed under the Food and Drugs Act requiring each hearing aid sold in Canada to be accompanied by a statement of its performance characteristics. The announcement contains a list of proposals and goes on to say that before proceeding with the development of appropriate regulations the Branch would be interested to learn the views of interested persons concerning the proposals. Comments are asked for by April 4, 1972. Copies of the full text of the announcement are available from Commercial Relations and Exports Division. **CRE ext. 2629**

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

EXPORT?

Mark M. Cansick M.S.M.A.

My organisation, if appointed your export managers will do all the work, suffer all the headaches and carry the financial responsibility. If you are interested let us have a talk together. We offer a COMPLETE EXPORT SERVICE to manufacturers without their own Export Department.
Export Managers for: "BURGESS" Silencers; "HERMETITE" Jointing Compounds; "COPYDEX" Textile Adhesive; "STEDIWELD" Arc Welders; "WINGARD" Auto Accessories; "LAGARMIC" Jewellery.

Mark Cansick & Company
EXPORT MERCHANTS & SPECIALIST EXPORT MANAGERS
44 HIGHGATE HIGH STREET, LONDON N.6
Telephone: 01-340 0094 Cables: Cansico, London
Telex No. 261381

THE QUEEN'S AWARD TO INDUSTRY FOR TECHNOLOGICAL INNOVATION IN AUTOMATED FEED MILLING TO SCOTTISH MECHANICAL LIGHT INDUSTRIES LTD

FEED PLANTS WITHOUT LABOUR

High quality animal feeds in continuous flow production with low capital outlay and negligible running cost.

From 3 Tons/hr to 15 Tons/hr

AUTOMATED FEED MILLS LIMITED

SCOTMEC WORK, AYR, SCOTLAND
TEL. AYR (0292) 64601

To advertise in
Trade and Industry
Incorporating the Board of Trade Journal
telephone
01-248 9876
extn. 6147/8

rate card from

HMSO
(P3) Room D92,
Atlantic House,
Holborn Viaduct,
London, EC1P 1BN

'ARDUA' Brushes

WHOLESALE & EXPORT
SPECIALISTS in BRUSHWARE FOR INDUSTRY
Boiler TUBE BRUSHES, ETC.
SCRATCH ROTARY

William Turner & Co. (Brushes) Ltd.
(Est. 1890)

Boxmoor Works, 23 Kingsland Road, Hemel Hempstead, Herts
Hemel Hempstead 51782

S.O.S.

DO YOU HAVE LANGUAGE PROBLEMS REGARDING YOUR OVERSEAS BUSINESS?

OUR PANEL OF LINGUISTS IS HERE TO ASSIST YOU IN FURTHERING YOUR EXPORT DRIVE.

FOR
TRANSLATING, INTERPRETING
AND
LANGUAGE CONSULTATION
IN ALL LANGUAGES AND AT ANY TIME, CONTACT:—

Spanimex Overseas Secretariat Limited

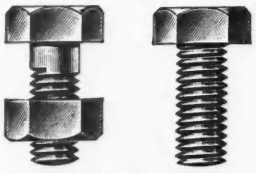
TOWN HALL CHAMBERS,
32 BOROUGH HIGH STREET,
LONDON, S.E.1.
01-407 2141 and 01-407 1714

Think of PVC binders, wallets and containers. Think of Academy Plastics.

Academy Plastics make all sorts of pvc wallets and containers – to your exact specification.
Loose leaf binders. Catalogue and price list covers.
Cheque book covers and pocket wallets.
Conference wallets and salesmen's albums.
Swatch covers and transparent pockets. Document cases and travel document folders. All from Academy Plastics.

ACADEMY PLASTICS LIMITED
25-29 Roundwood Road, London NW10 9TA
01-459 5277

Bolts and nuts, screws, rivets, studs, studding, washers.
All sizes and types in any material.



Abis & Co (Birmingham) Ltd.

Dennis Road, Sparkbrook,
Birmingham, B 12 8BB.
Trunk Dial 021-449 3781 (6 lines)

GKN Bolts & Nuts Accredited Stockist

Department of Employment Gazette

Single copies 50p (by post 56½p)
Annual subscription £6.65 including postage

Published by Her Majesty's Stationery Office

and obtainable from Government Bookshops
49 High Holborn, London, WC1V 6HB;
13A Castle Street, Edinburgh, EH2 3AR;
Brazennose Street, Manchester, M608AS;
258 Broad Street, Birmingham, B1 2HE;
109 St. Mary Street, Cardiff, CF1 1JW;
50 Fairfax Street, Bristol 1, BS1 3DF;
80 Chichester Street Belfast, BT1 4JY;
or through booksellers

General sheet metal workers, metal polishers to the trade

Cutting capacity 10' x ¼'
Brake Press 10' x ⅛"

Leslie T. Clark
(Stainless Steel Fabrications) Ltd.

Fresh Wharf, Highbridge Road, Barking, Essex.
Telephone: 01-594 5666-7-8
Member of the Stainless Steel Fabricators Association.

Sheet Metal
PRESSWORK

A Battery of Power Presses from 5 tons to 400 tons at your service

BIRD, STEVENS & CO. LTD.
Quarry Bank, Staffs.

Telephone HEAD OFFICE CRADLEY HEATH 67381, (STD 0384) or LONDON OFFICE (01-407 7519) or MANCHESTER OFFICE (061-428 7254)

Screwing machines
For Bolts and Pipes,
Portable, for hand and power
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd.
106 Dockfields Road, Shipley, Yorks.
0274 53388.

Oh the wild glamour of life in exports.

This time you got the order. Heinrich couldn't make the price. (He's the ball of fire on the right.) And when the fog lifts you'll each trundle off to another zombie airline breakfast. And home.

Then someone at the office will say it: "Been swanning around again, have you? Talk about the jet set, eh?" This time you might actually hit him. If only as light relief from the two days of paperwork that are your reward for getting the order.

They say that to thrive in exports you have to be either dedicated or nuts. We find it helps to be both. Because half your paperwork will probably land on our desks. When you've got the order, we get the job of checking people's credit, and following shipments through, and organising the money side. Which is usually bedlam. If we foul it up, your work is wasted. When we get it right you don't even know we're there.

The support we give you hasn't changed—but something else has. You've known us for years as Barclays Bank DCO. Now meet us as...

BARCLAYS International

A new name today. An even greater future tomorrow.

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1., for the Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.
SBN 11 721895 2